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TWELVE PAGES — ONE RIYAL

## Schlesinger not helping dollar, Blumenthal says

WASHINGTON, Feb. 9 (AP)—U.S. Treasury Secretary W. Michael Blumenthal says a pessimistic statement by Energy Secretary James Schlesinger about oil supplies is the kind of thing that causes investors to buy gold and abandon the dollar and other currencies.

Blumenthal's comment was made Thursday to the Senate Budget Committee, one day after Schlesinger had testified before the Senate Energy Committee about how the cutoff of Iranian oil is "prospectively more serious" than the 1973 oil embargo.

In the same breath, however, Schlesinger noted that U.S. ability to deal with a sharp reduction in oil supplies is much improved over 1973.



Michael Blumenthal

## World leaders urge Bhutto's life saved

LONDON, Feb. 9 (Agency)—World leaders have urged the Pakistani government to spare the life of former prime minister Zulfikar Ali Bhutto.

Soviet President Brezhnev also made an appeal in a message which followed others from world leaders and asked Pakistani President Zia-ul-Haq to exercise clemency towards Bhutto, Tass said.

by purely humane motives, I hope you would find it possible to preserve the life of Zulfikar Ali Bhutto," Tass quoted Brezhnev as saying.

Pope John Paul also has sent a message to the Pakistani government pleading for the life of Ali Bhutto, Vatican sources said Friday night.

The sources said the Pope's message was sent three days ago and added that the Vatican had received no reply.

They said the Pope based his plea on humanitarian grounds.



EDITOR SHOW: The Mayor of Jeddah, Muhammad Saad al-Sayid, opened Thursday the first motor show ever to be held in Saudi Arabia. Picture shows the mayor with the organizers of the show M. Al Harithi and Nadim Barraj of Sport Auto. More pictures on page 5)

## Ministerial meeting organized Rusk sees U.S.-Israel strains

ATHENS, Ga., Feb. 9 (AP)—Former Secretary of State Dean Rusk predicts further American tensions with Israel and possibly with Egypt before any peace treaty is concluded.

Rusk, who celebrated his 70th birthday Friday, said historic American ties with Israel should not blind American policy in the quest for a settlement.

"Israel has demonstrated that it is not a satellite of the United States," Rusk said in an interview. "But it is equally important that the United States is not a satellite of Israel."

Meanwhile, Egypt accepted an American invitation Thursday to take part in ministerial-level peace talks aimed at breaking the deadlock with Israel. Israel is expected to agree to attend the talks, which will probably be at Camp David, Maryland, later this month.

Egyptian Foreign Minister Mustafa Khalil and Israeli Foreign Minister Moshe Dayan will probably meet Secretary of State Cyrus Vance.

President Anwar Sadat accepted the invitation delivered in Cairo by American Ambassador Hermann Eilat. The Israeli cabinet met to consider the invitation, but put off a decision until its regular meeting Sunday.

Israeli officials said Dayan would almost certainly attend the talks. They said the date and place of the meeting will not be disclosed until Israel announces whether it will attend.

They told reporters Thursday they could not predict whether a ministerial meeting at Camp David could lead to another summit of the type held by President Jimmy Carter, Sadat and Prime Minister Menachem Begin there last autumn.

But Israeli officials cautioned against high expectations from the planned further round of talks.

They said Israeli government teams were drawing up position papers to be presented at the meeting.

"But if Egypt does not agree to compromise on the disputed provisions in the proposed peace treaty, there won't be any progress," one official said.

Another official said that if Egypt did not modify its position there would be no alternative but to call a summit meeting between Carter, Sadat and Begin.

Another said the chief stumbling block remained Egypt's insistence on linking the proposed bilateral treaty with future developments in the occupied West Bank and Gaza Strip.

The official agreed with Egypt's acting Foreign Minister Boutros Boutros Ghali, who told the Egyptian Parliament's Foreign Relations Committee on Tuesday that the differences with Israel were "profound and political" and not simply technical or legalistic.

## Islamic military cooperation vital, Egyptian general says

LONDON, Feb. 9 (SPA)—Maj.-Gen. Bahluddin Barakat of Egypt has stressed the importance of military cooperation among Islamic countries at the fifth meeting of the Islamic Conference on Defense here.

He said Thursday it was important because no one country alone was powerful enough. An integrated force would be a deterrent.

Barakat said modern warfare necessitated the establishment of industrial and military centers in distant regions, which could not be achieved by a single state. Cooperation could provide strength.

Most Islamic countries were incapable of obtaining sophisticated weapons, while those who could faced the difficulty of being committed to one supplier. The development of an arms industry in the Islamic world, seemed a fundamental answer.

Barakat stressed that alongside an arms industry it was essential to set up a network of communications for a flexible and efficient movement.

He said, that Islamic countries must possess enough technology to minimize dependence on foreign sources.

Barakat suggested military perfection in three stages. In the first, the occupied territories must be restored. Then must follow a reorganization of the armed forces. Then there should be actual integration of the Islamic armed forces.

## Addresses huge Tehran rally Bazargan calls for army support

TEHRAN, Feb. 9 (AP)—Mehdi Bazargan, picked by Ayatollah Khomeini to head a provisional government, said Friday that most of Iran's soldiers "want the same things we do," but that there still are sadistic and vengeful commanders who sought to restore the Shah.

Speaking from a rostrum on the steps of a mosque overlooking the campus of Tehran University, the 70-year-old nationalist told a throng of 100,000 supporters that "the army is the heart of the people and should not be used as a tool of imperialism for the benefit of other countries."

"Most of the soldiers want the same things we do," Bazargan said. "The generals of the army have nothing against this. But they say they have taken an oath of loyalty to the royalist constitution and we should not expect them to act against an oath they have given over the holy Koran."



SUPPORTERS: Tehran's Kayhan newspaper printed this photo Thursday which the newspaper said showed Ayatollah Khomeini speaking to supporters among Iran's armed forces. (AP wirephoto)

Bazargan's statements indicated he was continuing to run into resistance from the officer corps as the religious opposition attempts to win over the allegiance of the 430,000-man armed forces.

Taking note of an order by the armed forces chief of staff, that the military should stay out of politics, Bazargan interpreted this to mean that servicemen should not participate in Khomeini's mass movement.

"We do not expect anything else from them," Bazargan said although on Thursday hundreds of uniformed soldiers, mostly airmen, were among an estimated million persons who marched through the capital in support of Khomeini's movement.

Bazargan at one point referred to army officers "still suffering from the sickness of sadism who planned to take revenge (on the revolution) and also have plans for the return" of the Shah now waiting out events from a guest palace in Marrakech, Morocco.

To thunderous approval from his audience, Bazargan declared "no, the Shah will not return. You (the loyalist generals) will not return to positions of power you held."

Bazargan, a longtime human rights activist, assailed Thursday's violence in the northeastern city of Gogon where nine persons were reported dead and 26 others wounded in clashes between pro-Khomeini demonstrators and security forces.

According to the Pars News Agency, the flareup occurred following the killing of a policeman whose body was "hung from tree."

Pars said three other persons were killed in clashes between pro and anti-government demonstrators in the western town of Harsin, near Kermanshah.

"It is not the people who should be expected to be kind to the army," Bazargan said. "It is the army that should avoid such ... savage and unprecedented actions."

As Bazargan spoke some 20,000 Bakhtiari supporters filled the Amjadieh Soccer Stadium nearby to demonstrate for Bakhtiari and the Shah. At least 10 uniformed soldiers with Iranian flags were seen in the crowd.

## Sultan, Brown discuss mutual relations today

RIYADH, Feb. 9 (SPA)—U.S. Defense Secretary Harold Brown was to arrive here Saturday for a two-day visit to Saudi Arabia on the first leg of a Middle East tour.

Saudi Minister of Defense and Aviation Prince Sultan bin Abdul Aziz will meet Brown when he arrives and then hold talks with him on mutual relations between the two countries.

Brown will later attend a joint demonstration by cadets from King Abdul Aziz Military Academy and King Abdul Aziz Air Force Academy.

Earlier, SPA described Brown's visit as an important step in Saudi-American relations.

The official agency quoted U.S. Ambassador John West as saying Thursday that Brown's talks with Saudi officials will center on bolstering Saudi-American relations, developments in the Middle East, and peace in the region.

Brown will travel to Jordan, Israel and Egypt after he leaves Saudi Arabia during his nine day tour of the Middle East.

U.S. officials have said Brown's trip comes at a time of increased guessing over Soviet intentions in the area. It comes, "at a time when the Soviet Union is trying to capitalize on the departure of the Shah from Iran and is keeping a high profile in such countries as Afghanistan, South Yemen and Ethiopia," officials said.

"It is also a signal to the Soviets that this is one area where we (the U.S.) would not sit idly by as they did what they wished," the officials said.

Brown will be the first U.S. defense secretary to come to Saudi Arabia, and his trip here comes just a month before Crown Prince Fahd is to go to the United States for talks with President Jimmy Carter.

After his visit here Brown will leave for meetings with Jordan's King Hussein, Israeli Prime Minister Menachem Begin and Egyptian President Anwar Sadat.

At a press conference in Jeddah Wednesday, according to SPA, West repeated a U.S. State Department statement disclaiming recent comments critical of Saudi Arabia made by U.S. Senate Foreign Affairs Committee Chairman Frank Church (D-Idaho).

"These were the expressions of one member of the Senate and do not reflect the major position of the U.S. government," West said.



Harold Brown

sy position of the U.S. government, and the State Department and the White House have said they do not reflect the friendly relationship between the U.S. and Saudi Arabia," West said.

On other topics, West said the U.S. is continuing to fight the decline of the dollar in world money markets, has no plans to intervene in any Iranian civil war, and added that Iranian Prime Minister Shapur Bakhtiari, "has my sympathy."

He also denied a Lebanese magazine report that he would soon resign as Ambassador there.

"I'm delighted to say that rumor is one I can squelch with complete honesty," he said.

## South Yemen airport under siege -- Sanaa

SANAA, Feb. 9 (R)—Guerrillas are besieging South Yemen's second biggest airport, North Yemen said Thursday night.

Sanaa radio said an undisclosed number of officers and soldiers had mutinied and joined the Yemeni Unity Forces (YUF) fighting South Yemen's Marxist government.

It quoted a YUF statement as saying Beihan military airport second most important after Aden, was under siege and that passenger and commercial planes were unable to land.

The statement also said YUF anti-aircraft guns had shot down a South Yemeni MiG-17 plane but it did not say where or when.

## Australia, Saudi Arabia may sign trade agreement

RIYADH, Feb. 9 (SPA)—The deputy premier of Australia said Friday his talks with Saudi officials will deal with increasing cooperation in trade, agriculture, medical care, and energy and might result in the signing of a trade and technical cooperation agreement.

John Douglas Anthony who is also his country's minister of commerce and minerals said upon arrival here on an official visit that the climatic and geographical similarities between the two countries will help considerably in fostering cooperation between them.

Welcoming him, Commerce Minister Dr. Sofman A. Solaiman agreed, and said that there were great opportunities for making use of the Australian experience in the development projects of Saudi Arabia. He said Australia could provide Saudi Arabia with a great deal of its wheat imports which amount to 400,000 tons a year. This could also apply to meat imports which Australia can export in abundance, he added.

Anthony, who will be here for five days, said his country was quite willing to participate in Saudi Arabia's development plan, specially in agriculture and mining.

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## Algoasibi announces

## Kingdom to buy 20% share in Bahrain aluminium plant

By a Staff Reporter  
JEDDAH, Jan. 9 — Gulf industrial cooperation through joint ventures took a step forward in Manama Tuesday with a Saudi decision to take an equity position in a Bahrain aluminium plant.

Speaking after a meeting yesterday with Bahrain Minister of Development and Industry Yusuf Shiriawi, Saudi Minister of Industry and Electricity Dr. Ghazi Algoasibi said that the Kingdom had decided to purchase a 20 per cent stake in the Aluminium Bahrain (Alba) smelter.

Opened in 1971 as Bahrain's first major industrial project, the smelter is a joint venture of the Bahraini government, with 80 per cent, and two foreign firms. Alba recently announced plans to increase production by an additional 28 per cent to a total of 157,000 tons a year, and presumably the Saudi invest-

ment will help finance the installation of extra smelting capacity.

While provision for Saudi Arabia's own aluminium smelter, a 220,000-ton a year plant at Jubail, was included in the Second Five-Year Plan it now appears to have been relegated to a fairly low priority.

Saudi Arabian Basic Industries Corporation (Sabic) Executive Abdul Aziz Al-Zamil indicated recently that little progress was being made on the project because of the vicissitudes of world aluminium prices and because of production of other regional smelters.

Apart from the Alba plant, Dubai is to operate an 135,000-ton a year plant through Dubai Aluminium (Dubal).

Before departure for Bahrain, Dr. Algoasibi singled out aluminium smelting as a key area where Gulf duplication should be avoided.

Thursday, the minister said that the agreement was in line with the principle of industrial cooperation enshrined in the formation in 1975 of the Gulf Organization for Industrial Consulting — designed to prevent wasteful duplication of investment and competition to foreign markets.

The Alba smelter produces aluminium ingots which are primarily exported to Japan.

Saudi Greek Plans  
SPA adds: Agreement has been reached, in principle, to set up industries with joint Saudi and Greek capital in free zones in Egypt and Bahrain, Sheikh Ali Shobokshi, chairman of the Hellenic Chamber for Economic Cooperation with the Arab World said Friday in Jeddah.

He told reporters after a meeting here that international consultancy firms will be contracted to study four industrial projects in the zones.



LEAVES MEDINA: Iraqi Minister of Interior Izzat Ibrahim is seen off at Medina Airport by Deputy Governor Sheikh Saad Nasser Al-Sudairi and other senior officials Friday after a five-day visit during which Ibrahim signed a joint security agreement with Prince Naif, the Saudi minister.

## Offers German know-how

## Bonn chancellor sees farm minister

BONN, Feb. 9 (SPA) — West German Chancellor Helmut Schmidt Thursday received Minister of Agriculture and Water Dr. Abdul Rahman Al-Sheikh who arrived here Wednesday a five-day visit.

The talks covered cooperation in agriculture, research and desertation.

The Saudi minister held a series of meetings earlier with West German Minister of Research Volker Hoff and the Minister of Agriculture Josef Erdl on possible cooperation in the development of solar energy, agriculture and stock breeding.

The German side showed readiness to supply experts to Saudi Arabia and to train Saudis in German agricultural research and technological centers.

Earlier Thursday, Dr. Al-Sheikh paid a visit to the Central Marketing Board for agricultural products.

The minister had talks with representatives of the German food industry, and expressed special interest in dairy products.

Food experts accompanying the Saudi minister also reviewed with the board's secretary general marketing of agricultural products.

## Panel to study extradition treaty

BAGHDAD, Feb. 9 (SPA) — A committee will be set up to work out draft amendments with Saudi Arabia for the agreement on the extradition of criminals, Iraqi Interior Minister Izzat Ibrahim said here Friday. The minister, who is also a member of the Iraqi Revolutionary Command Council, was addressing newsmen on his return from a five-day visit to Saudi Arabia and talks with Interior Minister Prince Naif.

## 17,580 girls at school in Jizan

JIZAN, Feb. 9 (SPA) — Women's education in Jizan Province now offers 74 primary, schools eight intermediate and one secondary school and two teachers' training institutes. Sheikh Issa Rudaif Shamakhi, director of women's education in Jizan, said Friday. Students now number 17,580 in all, he said. He added that there were also 74 women's literacy schools in the area with 3,000 students, in addition to a nursing school operated by the Health Ministry.

JEDDAH, Feb. 9 — Over SR700,000 of damage was done when fire gutted a warehouse at Kiso Four, Mecca Road here Wednesday, "Al-Bilad" newspaper reported Thursday. The fire at a canned fruit-juice warehouse owned by Saleh Mahfouz took 30 minutes to bring under control and a further hour to extinguish completely, Civil Defense officers said.

## At Manama meeting

## Gulf ministers approve smoother media control

RIYADH, Feb. 9 (SPA) — Information Minister Dr. Muhammad Abdo Yamani returned here Thursday evening from the fourth conference of Gulf information ministers which ended in Manama Thursday morning.

The conference agreed on a number of resolutions to streamline censorship of Gulf media and to improve television coverage in the Gulf through the equitable distribution of frequencies and improved training facilities. Other resolutions covered dealings between Gulf television bodies and foreign producers, a TV Code of ethics and moves to publicize Gulf attitudes to petroleum and development.

The ministers approved a proposal to establish offices at all Gulf Airports to process foreign press material and to speed up censorship procedures. The offices will also provide telefacilities for the moving of press reports. At the same time, the ministers agreed to reduce freight on printed matter charged by Gulf airlines by 25 per cent.

Regarding the allocation of frequencies, which come up for world-wide review at an international conference later this year, the ministers approved a \$1.2 million agreement between the umbrella Gulf Television Authority and the International Telecommunications Union to study allocation of wavelengths for the region.

The authority will also arbitrate over interferences in VHF transmission and is to study a revision of the UAF frequencies together with the Gulf Permanent Communications Committee.

The ministers formed a special committee to study assistance for the Arab Radio and TV Training Center in Damascus to cover Gulf requirements.

The local Radio and TV Training Center in Doha will coordinate training in the Gulf by preparing an annual training course for use by the member countries.

In order to coordinate Gulf dealings with foreign producers, the ministers resolved that no Gulf state could make preferential agreements but must follow tariffs set by the Gulf TV Authority. At the same time, the ministers approved a system of fees to render attractive programs produced by the Gulf's own Joint Program Production Company.

The ministers however postponed a decision on the creation of a Petroleum Information Center, which was to publicize Gulf attitudes to petroleum resources and their role in development. Instead, the ministers approved a course of lectures and seminars to be held in Europe this year to be addressed by Gulf oil experts as well as two manuals on development and newspaper supplements.

## Southern tribes set dowry ceiling

KHAMIS MUSHAIT, Feb. 9 — The Badr, Al-Jonub tribes in the south have agreed to limit dowries to SR10,000, tribal sheikh Yahya ibn Hamdan Al-Mohayraq told "Al-Jazirah" Friday.

The dowry, he said best suited the means of young men from the tribes and he called on tribes in neighboring areas to do likewise and "solve, once and for all the dowry problem".

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AT RIYADH: Australian Deputy Prime Minister John Douglas Anthony is escorted from his aircraft at Riyadh Airport Friday by Commerce Minister Dr. Sofian A. Solaim (second from right). Story on page one.

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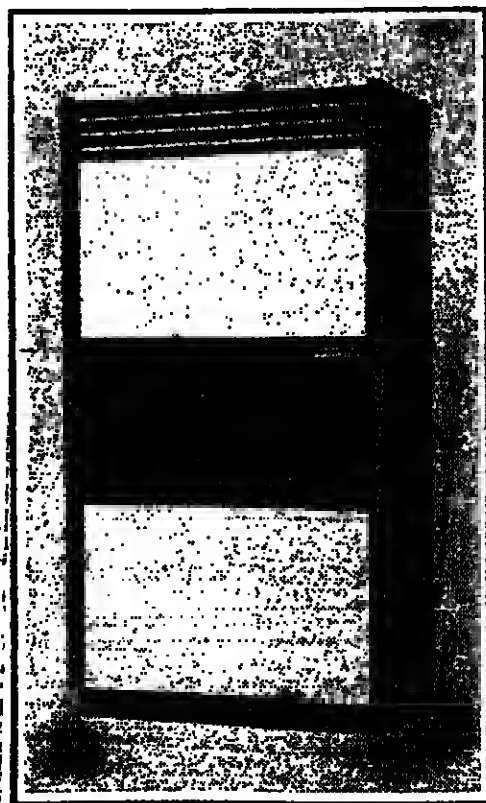


Fig. 1 Model PA-5A

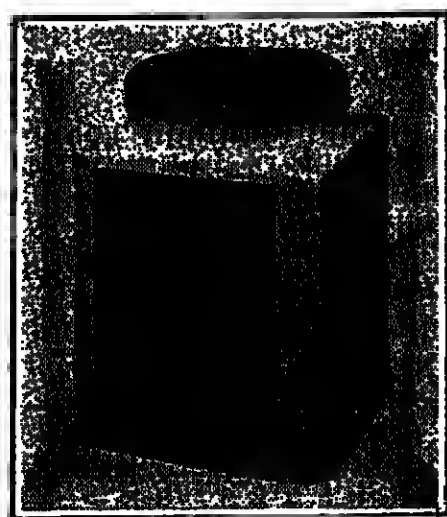


Fig. 1 Outdoor unit

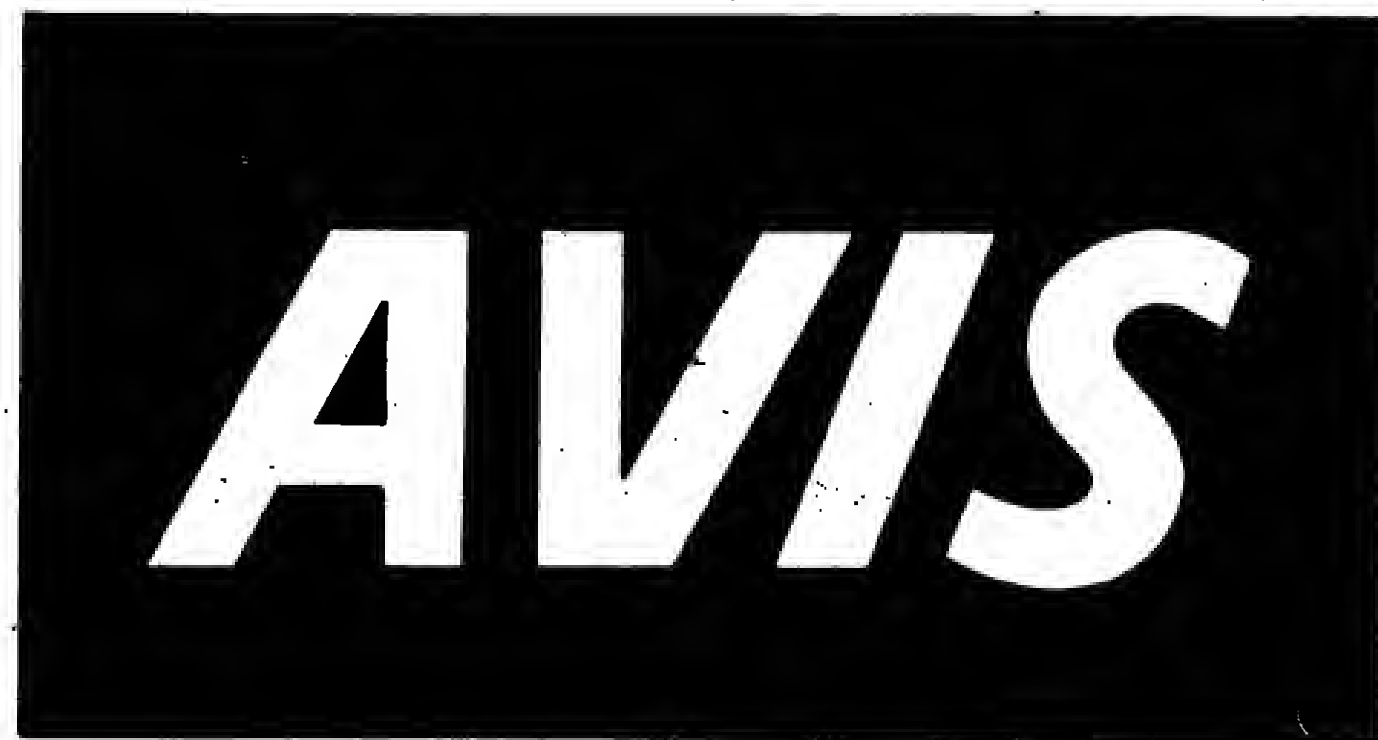
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## Assad says peace should be decided at United Nations

DAMASCUS, Feb. 9 (AP) — President Hafez Assad has said the way to keep the doors open for a political solution to the Middle East was in summing the entire issue to the United Nations.

Speaking Thursday at a dinner to honor visiting Yugoslav President Tito, Assad said the UN was "the most capable and the most powerful body to deal with this case."

"But if things continue to go the way they are doing, it would mean closing the door for peace," Assad added.

Assad reminded Tito of his visit during his previous visit to Syria in 1974 that peace in the Middle East "requires an immediate Israeli withdrawal to pre-June 1967 borders and recognition of the rights of the Palestinian people."

Replying, Tito repeated these words, adding that "in the search for a comprehensive solution, one should not only be firm and determined, but should also adapt himself, while moving towards his objectives."

"The main thing is that these objectives and their contents should never be placed under a question mark," Tito added.

Diplomatic sources here said the statements appeared to foreclose any possible mediation by Tito between President Awar Sadat and the Arab opponents of his peace moves with Israel. Syria is the leader of the anti-Sadat Arab Rejection Front.

Assad welcomed Tito at the airport earlier in the day when he arrived from Baghdad on the third leg of his current four-nation Middle East tour. He has already visited Kuwait, and is scheduled to fly to Amman Sunday for talks with King Hussein.

Tito is seeking support for his country at the non-aligned meeting to Havana in September. The Yugoslav media have hinted that he is also trying to mediate between Sadat and his Arab opponents.

## Israel border guard faces trial after injuring Palestinian youth

TEL AVIV, Feb. 9 (AP) — Military authorities will put on trial a border police trooper who broke the leg of a 17-year-old Palestinian youth during a fight in military government headquarters in Ramat Hashikma in the occupied West Bank, a spokesman has announced.

Maj. Shimon Mendes said youth, Issa Riman of the town of Rafah, suffered a broken leg Wednesday in a fight with an unarmored trooper as he was being put into a detention cell. The youth, who was transferred to Jerusalem's Hadassah hospital for treatment, was seen during disturbances which West Bank Palestinian students demonstrated against Israeli troops.

The military commander Ramallah heard of the incident and reported it to the commander, who together with the border police commander decided to put the trooper on trial, Mendes said. He could not say what charges the trooper faced.

Prime Minister Menachem Begin and Israel's justice minister denied a report issued in the "Washington Post" which alleged systematic torture of Arab prisoners by Israeli government forces. The Israeli government has said it isolated instances of brutality against prisoners or interrogation, but it has

said all such offenders were punished.

Though the State Department said Wednesday it does not believe torture of prisoners is systematic, a spokesman quoting the 1979 Human Rights Report said it appeared "instances of mistreatment have occurred."

Justice Minister Shmuel Tamir said the "Washington Post" charges were "utterly false, baseless and libelous."

In another development, a high U.N. official is being dispatched to Lebanon and Israel next week to discuss the restoration of Lebanese government authority in South Lebanon, a U.N. spokesman announced Thursday.

The visit to the troubled area by Brian Urquhart, under-secretary-general for special political affairs, follows deaths there last Saturday of six U.N. soldiers—two Filipinos.

## Police in Israel defuse bomb at soldiers' station

TEL AVIV, Feb. 9 (AP) — A bomb was found and safely dismantled at a soldiers' hitchhiking stop on the road to Ashdod about 35 miles south of Tel Aviv Friday, the police spokesman announced.

Security forces were investigating the device, the police said.

In Israel, where most of the population is either in the standing army or military reserves, hitchhiking stations are set up like bus stops along major highways to make it easier for drivers to stop for soldiers.

## Benjedid confirmed as Algerian leader

ALGIERS, Feb. 9 (R) — Former army colonel and independence war veteran Benjedid Chadli has been confirmed as Algerian president to succeed the late Houari Boumedienne.

Benjedid, secretary general of the ruling National Liberation Front (NLF), was the only candidate in elections for the office Wednesday.

Voting figures announced Thursday said he received 94.23 per cent of the poll in a 94.95 per cent turnout of the country's 7.8 million electorate.

He was sworn in Friday. Boumedienne died Dec. 27, of a blood disease. Benjedid, a hero of Algeria's guerrilla war against French colonial rule, commanded the Oran military region before an NLF congress chose him for the presidency last month.

He is expected to follow Boumedienne in domestic and foreign policies.

One of Benjedid's first tasks will be to form a government. He is expected to appoint both a prime minister and a defense minister, posts which

Boumedienne reserved for himself.

China Friday congratulated Benjedid on his election to the presidency and called for increased friendly relations between the two countries, the New China News Agency reported.

The agency was quoting a message sent to Benjedid by the Yen Chien-ying, chairman of the Chinese National People's Congress.

"May the militant friendship between the Chinese and Algerian peoples and the friendly relations and cooperation between our two countries grow stronger and develop further," the message said.

Tanzanian President Julius Nyerere also sent a congratulatory message Friday to Benjedid.

Nyerere said that he is "confident that under your leadership, Algeria in the years ahead will continue to play the role it has so ably played in the past of supporting effectively and in all manner the liberation of Africa and the consolidation of its unity."

## Turkey protests ferry ban

ANKARA, Feb. 9 (AP) — Turkey has presented a protest note to Syria, for refusing entry to a Turkish ferryboat into the Latakia port on the Mediterranean, it was disclosed Thursday. The ferryboat Troy had been making a run from the Turkish port of Mersin to Famagusta, in the Turkish-occupied sector of Cyprus, and from there to the Syrian port since the end of December, a foreign ministry spokesman explained.

## Spain halts fishing off Morocco

HUELVA, Spain, Feb. 9 (R) — Spain's south coast fishing fleet has suspended operations following the arrest by Moroccan navy patrol boats of at least 11 Spanish trawlers, informed sources said Friday. Trawler owners and trade unions in this fishing port expressed concern about the arrests and called on the government to take steps to clarify the situation, the sources said.

## Lufthansa halts Tehran flights

COLOGNE, West Germany, Feb. 9 (R) — West Germany's Lufthansa Airlines says it has canceled its flights to Tehran until at least next Monday because of visibility in the area. The airline said it had continued flying into Tehran recently despite the lack of several navigational aids there, but flights were only possible in good visibility.



RAWALPINDI: Citizens outside the Central Jail Tuesday, where ex-Prime Minister Bhutto is held, read newspapers announcing the Supreme Court decision to uphold his death sentence. (AP wirephoto) (see story, page one.)

## Rival gangs

## Four die in Turkey raids

ISTANBUL, Feb. 9 (AP) — Four persons were killed Wednesday night and Thursday in various parts of Turkey in the latest outbreak of terrorist ambushes and armed clashes between rival extremist gangs, authorities reported.

Two slayings were in Adana, south Turkey. A barber, reportedly a rightist, was shot and killed near a cemetery by unknown gunmen late Wednesday night. Later a vocational high school student, affiliated with a leftist youth organization, was shot dead in an ambush presumably in a reprisal attack.

Two other killings were reported in Gaziantep, also in the east, and in violence-plagued Trabzon, along the Black Sea coast.

A fifth political victim may have been in Istanbul where police found the stabbed body of a teen-aged youth in an

auto park. Martial law authorities in the capital announced the capture of an extreme right-wing militant, Veli Can, who had escaped from the suburban Sigmaticlar Prison along with 12 companions. Can is accused of killing a leftist.

## Ex-prisoner of Israelis charges he was tortured

BEIRUT, Feb. 9 (R) — A Lebanese civilian, captured by the Israelis during the invasion of South Lebanon last March and released along with 14 others Thursday, says he was tortured by his captors during his 11 month imprisonment.

Friday, the Beirut daily "An Nahar" quoted the man as saying his hands and legs

## Israel bans Nablus head from visiting Arab states

TEL AVIV, Feb. 9 (Agencies) — The military governor of Nablus in the Israeli occupied West Bank has ordered restrictions against the mayor of Nablus forbidding him to travel to Arab states or to raise funds abroad.

According to the report on Israeli television Thursday, the "administrative measures" were enacted against Mayor Bassam Shaka because he disobeyed an order forbidding him to attend a press conference last week in Hebron, south of Jerusalem.

The Israelis cancelled the Hebron press conference, which was called to protest new prayer-sharing arrangements in the tomb of the Patriarch Abraham in Hebron, and turned back Arab notables at a roadblock outside the city.

The military governor also warned Shaka against engaging in further political activities, promising more serious steps should he disobey the order, the television reported.

Israeli authorities recently forbade what they termed anti-Israeli political rallies, convened ostensibly to discuss the proposal for Palestinian autonomy under the Israel-Egypt Camp David accords.

were tied to his neck during interrogation, and that he suffered electric shocks repeatedly. He also said he was kept in an underground cell and never allowed out until his release.

The 14 prisoners were handed over to representatives of the Red Cross at the Roman Hanikra checkpoint on Israel's northern border.

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## Carter calls in officials in attempt to stifle leaks

WASHINGTON, Feb. 9 (AP) — President Carter, disturbed by news reports he believes gave an inaccurate picture of administration activities, has formally cautioned key advisers to be careful what they say to reporters.

Carter expressed himself to top State Department officials and his own foreign and domestic policy assistants in a series of at least three recent unannounced meetings.

The sessions were disclosed by White House Press Secretary Jody Powell on Thursday.

Powell said the president told his advisers "that those of us in responsible positions

ought to be very careful about making public comments which could contribute to a misapprehension about what our policy was with regard to matters of importance."

Powell said it is a "vexing sort of thing" to reconcile the two sometimes conflicting goals of conducting an open administration while seeking to avoid news reports that make "national policy less likely to succeed."

Powell said Carter did not blame the reports on inventions by reporters, but believes almost all of them stem from comments by his subordinates.

The president was reported to have added that "in any

case, the one thing we (in the administration) couldn't do anything about was how you (reporters) all did your job, but the thing we could do something about was how we did ours."

Carter, it was understood, called in top State Department officials in an effort to halt what he considers unhelpful comments about dissent from administration foreign policy.

Some of the stories have dealt with differences of opinion between Secretary of State Cyrus Vance and Zbigniew Brzezinski, the president's national security adviser, on such matters as policy toward the Soviet Union and China.

Meanwhile, the American public's rating of Carter's work has sunk almost to the lowest levels of his administration in the wake of the turmoil in Iran and the lack of a peace pact in the Middle East, a new Associated Press-NBC News poll shows.

A significant part of the drop for Carter—eight points since December—came among members of his Democratic Party.

### China, Portugal establish ties

PEKING, Feb. 9 (R)—China and Portugal Thursday formally recognized each other and Lisbon said it would continue to administer Macao, a tiny piece of Chinese territory. The two countries said they would exchange envoys within three months. Peking's announcement, carried by the New China News Agency, did not mention Macao. But Portuguese Prime Minister Carlos Mota Pinto said in Lisbon that there would be no change in the status of the oldest European outpost in the Far East.

### Arms cache seized near Sydney

SYDNEY, Australia, Feb. 9 (AP)—Police raided a house near Sydney on Friday, seized bombs and explosives and arrested three men police officials said were Croatians who planned to blow up Sydney's water supply. The raid followed weeks of investigations. "God knows what would have happened if the plot had not been foiled," a senior police officer said.

### Haitian election unusually free

PORT-AU-PRINCE, Feb. 9 (AP)—Haitians vote Sunday for 58 legislative assembly deputies at the end of a campaign marked by some unusual outspokenness in this tightly-run nation. There has been strong popular response for candidates who promise to remain independent. The assembly has been frequently criticized for routine endorsements of plans and proposals of president-for-life Jean-Claude Duvalier, as it did those of his father, Francois "Papa Doc" Duvalier.

### Bus crash kills 28 near Bombay

BOMBAY, Feb. 9 (AP)—At least 28 passengers were killed when a bus collided with a tank truck and plunged into a creek near Bombay, the United News of India reported Friday. The accident took place late Thursday when the truck tried to overtake the bus, crashed into it and also toppled into the creek at Vasi, 20 kilometers north of this city, UNI said.

### 18 die in Brazil plane crash

SAO PAULO, Feb. 9 (AP)—A small Brazilian airliner crashed into a pine grove and exploded in southeastern Brazil Thursday night, killing all 18 persons aboard, officials of the airline reported.



MILAN: Renato Curcio (left) founder of the Red Brigades, with members Nadia Mantovani (center) and Angelo Basame, in court. Thursday Curcio had his jail sentence increased from seven to 12 years for possession of arms and attempting to kill a policeman during his 1976 arrest.—(AP photo).

## China said massing warplanes on tense border with Vietnam

TOKYO, Feb. 9 (AP)—A high ranking official of Japan's Defense Agency said Friday China has deployed a "sizeable concentration" of warplanes along the China-Vietnam border since the Vietnamese and rebel invasion of Cambodia last month.

### Veteran Tartar dissident said detained in Tashkent

MOSCOW, Feb. 9 (R)—Soviet police arrested veteran Tartar activist Mustafa Dzhenimiyov Thursday and charged him with violating probation by trying to leave his home city of Tashkent, dissident leader Andrei Sakharov said.

Sakharov told Western reporters that Dzhenimiyov, who has served a total of eight years in labor camp in connection with his dissident activities, was summoned to a police station and detained after he had tried to board a plane to Moscow.

In a statement which reached foreign reporters Wednesday, Dzhenimiyov said he was renouncing his Soviet citizenship and applying to emigrate to the United States because of continual police action against him.

He has been under probation since his release from a two-year camp term for anti-

Soviet stander in December 1977.

Dzhenimiyov has spent most of his adult life campaigning for the rights of the Crimean Tartars who were deported to Central Asia during World War II for alleged collaboration under the Nazi occupation.

According to activists, the authorities are still preventing most Tartars from returning to their homeland.

Meanwhile, the government newspaper "Izvestia" reported Thursday seven people were killed and 37 injured by a bombing on Moscow's subway in January, 1977. It was the first detailed official account of the incident.

No casualty figure had previously been published in the Soviet Union, although eyewitnesses told Western correspondents at the time that they saw at least four dead.

Hisahiko Okazaki, the Agency's intelligence chief, said the planes are relatively old MiG-17s and MiG-19s, the mainstay of the Chinese air force, along with some more modern aircraft. He declined to estimate the total, but discounted published reports that put it in the hundreds.

He said intelligence reports received in Tokyo indicated the planes were moved from central China to the southern border area since Vietnam-Cambodia border clashes flared into a full fledged invasion that deposed the Cambodian government of Pol Pot.

China has supported the ousted Phnom Penh regime, while the Soviet Union is a backer of Vietnam.

China also has had its own border problems with Vietnam, starting last year with the treat-

ment and movement of ethnic Chinese in Vietnam. There have been border incidents that resulted in bloodshed, and both sides have accused the other of provocations and incursions.

Okazaki said there appeared to be a connection between the deployment of the planes and remarks made by Chinese Vice Premier Teng Hsiao-ping in Tokyo Wednesday that Vietnam must be restrained.

Prime Minister Masayoshi Ohira, with whom Teng was meeting, later told the Diet he did not think Teng had "military action in mind."

There has been some controversy here over the interpretation of Teng's remarks. They were translated from Chinese and the Japanese word for restraint has several meanings, including "punitive action."

## Hong Kong probing truth about voyage of Vietnamese vessel

HONG KONG, Feb. 9 (AP)—Police are investigating reports that the refugee ship Skyluck dropped 606 Vietnamese in the Philippines before sneaking into Hong Kong, it was reported Friday.

Meanwhile, authorities tried to head off several refugee-packed vessels reportedly heading for Hong Kong.

With reports that up in five ships crammed with refugees are on their way to Hong Kong, Secretary of Security Lewis Davies stressed Thursday night that they are not welcome unless the captains can prove "beyond reasonable doubt" that the refugees are genuine shipwreck victims.

Davies said police were investigating the possibility that the Skyluck, which took 27 days to make the normal four-day trip from Singapore to Hong Kong, came via the Philippines.

A ship identified as the Kulu dropped 606 refugees on Boan Island just off Palawan Island in the Philippines last Saturday, Davies said he found it "very interesting" that the name Skyluck on the vessel's bow appears to have been freshly painted.

Local newspapers reported that police are considering another theory that the 224 people landed by a junk from "a sinking fishing boat" on one of Hong Kong's outlying islands Monday night may have come from the Skyluck.

When the Skyluck arrived, harbor police found the Taiwanese captain, Hsiao Hung-din, tied up in the wheelhouse. Hsiao told authorities he rescued the refugees from sinking boats at sea, and that the refugees had thrown his log books overboard.

Government sources said

notices were issued Friday to the captain, crew and passengers of the Skyluck informing them that they would not be allowed to land in Hong Kong. The notices said it has not been proven that Hong Kong was the freighter's first port of call and there are indications the ship had stopped elsewhere first.

Eight persons ranging from a 78-year-old to two three-year-olds have been taken off the Skyluck to a hospital, all in satisfactory condition.

And the Philippines decided Friday to "withhold action" against the Tung An, stranded in Manila Bay, after France agreed to resettle 79 of the Vietnamese aboard. Foreign Ministry sources said.

### Botha claims South African missile advances

JOHANNESBURG, Feb. 9 (AP)—Prime Minister Pieter Botha says South Africa has made a major breakthrough in advanced missile technology.

Botha raised the subject during a debate in parliament Wednesday, giving few details. He later told the "Rand Daily Mail" newspaper, however, that "our achievement with the missiles is a major breakthrough—not only on a defense basis but on technology as well."

"It makes us independent of imports as far as air-to-air missiles, as well as air-to-ground missiles, are concerned," he was quoted as saying in the "Daily Mail" report, published Thursday.

South Africa's 65,000-man armed forces had been primarily supplied with missile equipment from France and Israel.

### Withdraws half of personnel

## U.S. severs aid to Somoza government

WASHINGTON, Feb. 9 (R)—The United States has announced that it is ending economic aid and military assistance to Nicaragua because of President Anastasio Somoza's rejection of a mediated solution to bitter civil strife in his country.

The State Department also said Thursday it was withdrawing 47 American government personnel from Nicaragua, reducing the U.S. presence there by more than half.

The Americans to be withdrawn are 11 embassy officials, 11 employees of the U.S. aid program, 21 Peace Corps volunteers and four members of

a military assistance group.

In addition, two development aid loans worth \$10.5 million were cancelled and no new loans will be concluded, State Department spokesman Hoddging Carter said.

He said no new arms would be sold to Nicaragua through official or private channels. Military assistance was in fact suspended some months ago, but has now been terminated.

Spokesman Carter said the United States decided to reassess its relations with Nicaragua after Gen. Somoza rejected a proposal by a three-nation mediating team for a political solution to the civil unrest.

Somoza called it an intervention in his country's internal affairs.

Last December the United States, Guatemala and the Dominican Republic proposed a plebiscite under international administration and supervision. The broad opposition front (FAO) accepted the proposal but Gen. Somoza's governing Nationalist Liberal Party (PLN) rejected it and mediation was suspended.

Opposition leaders reacted favorably to the announcement Friday but there was no immediate word from Somoza.

Opposition leaders were



President Somoza quick to praise the move, saying, "It is a rude shock for Somoza."

Adolfo Calero Portocarrero, a prominent opposition leader, said it was about time the United States had taken a firm stand against Somoza government.

"In reality, the position of the North American government is not a surprise," said Calero Portocarrero. "Before this, the direction of (U.S.) politics with Nicaragua was losing credibility because it was not consistent."

He said President Carter's action gave him some faith in U.S. politics and its desire to remedy the political crisis in Nicaragua.

### Government drops charges against official of ITT

WASHINGTON, Feb. 9 (AP)—The government Thursday dropped perjury and conspiracy charges against an official of International Telephone and Telegraph Corp. because it said it did not want to risk revealing national secrets at his trial.

District Court Judge Aubrey Robinson granted the Justice Department's motion to dismiss its case against ITT executive Robert Berrellez, 49, for perjury and conspiracy with CIA officers to obstruct a 1973 Senate investigation into efforts by the agency and ITT to block the 1970 election of Salvador Allende as president of Chile.

Berrellez was an ITT public relations official in Chile at the time of the Senate hearing. He is now employed by the company in California.

Robinson gave the government 10 days to decide whether it will pursue its case against Edward J. Gerrity Jr., a senior vice president of ITT, who was also charged with the same offenses.

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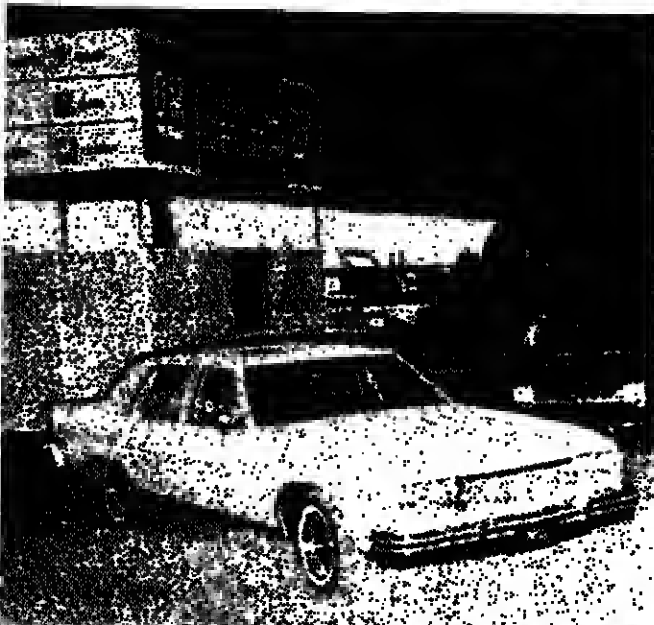
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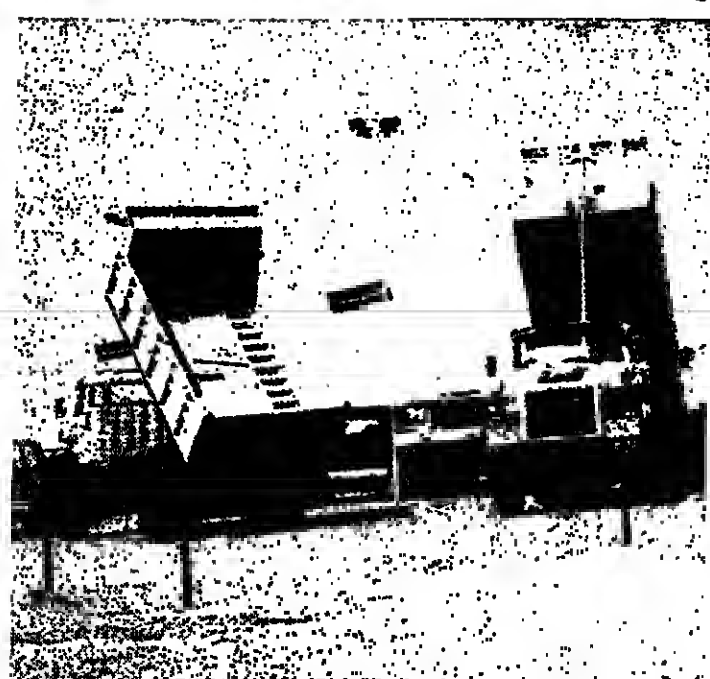
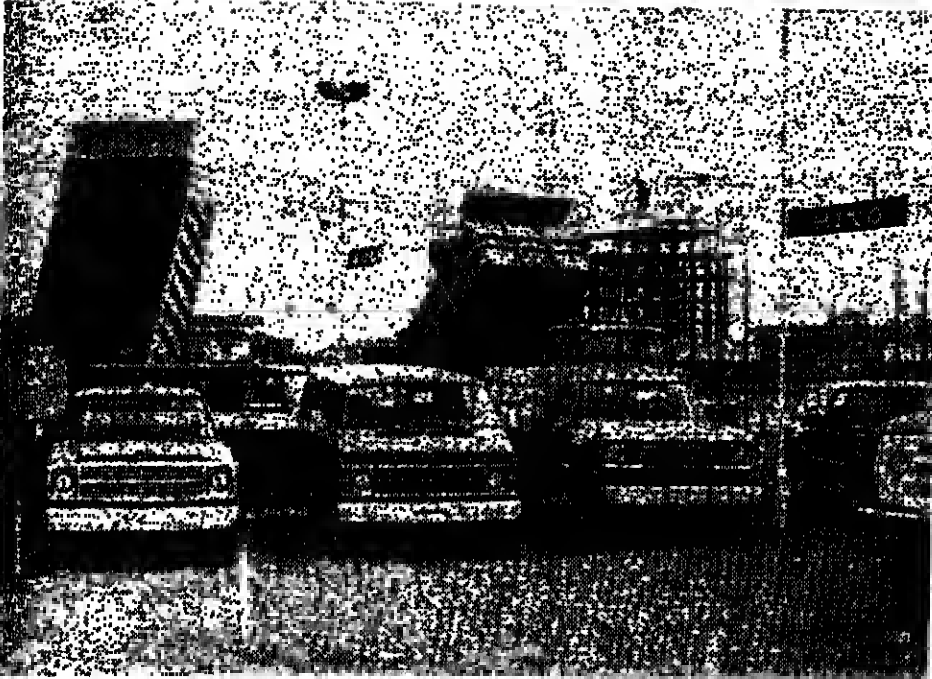


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The show, which will be open until Feb. 23, represents a number of car dealers the country's only bus manufacturing plant Petromin, and many others. Sandia, the national carrier put on show the racing car that it has financed for Alan Jones and Chay Regazzoni to drive.

The show was held inside an inflated hall while many of the larger equipment, like cranes and shovels were placed outside it.

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## AGONIZING REAPPRAISAL

The visit of the U.S. Defense Secretary Harold Brown to the region at this time highlights the anxiety of the U.S. administration at the turn of events, in what has been described as the "crescent of crisis", stretching from Afghanistan to the Horn of Africa.

For the United States, the imminent fall of the Shah can be a terrible blow and it seems unlikely that he will be replaced by anything approaching a pro-Western regime in Tehran.

At best, any new government in Iran would be neutral in conflicts between the two superpowers for obvious reasons. Afghanistan is now firmly in the Soviet orbit, having sealed its Moscow-oriented policy with a friendship treaty that means a lot more than just friendly relations. Ethiopia is equally ensnared by the Soviet Union which helped it regain the Ogaden and Eritrea.

Meanwhile the United States sat on the fence tantamounting Somalia with military and economic assistance so long that the Somalis have decided to mend fences with the Soviet Union once more.

Further south, at the mouth of the Red Sea, South Yemen prides itself on being the staunchest ally of the Soviet Union in the Arab world and shows no indication of moderating its policies with regard to North Yemen or to the neighboring sultanate of Oman. It still sponsors a liberation front that aims at overthrowing the regime in Muscat and the rest of the Gulf. Oman is, therefore, particularly in need of firm assurances that it would not be left in the lurch in the event of another onslaught on its southern region of Dhofar now that Iranian troops have been withdrawn or are about to go.

The remaining states that consider the United States a friend or, at least prefer it to any other, are worried not so much by what may happen inside them, for they are pretty secure, but by what may come from outside in the form of subversion or outright aggression disguised as "popular fronts" for their "liberation."

Cambodia is a shocking example of what aggression wearing "popular front" jackets can do.

These states do not want a security pact with the United States as much as an unflinching U.S. determination to stand by them in the event of foreign aggression or foreign-supported subversion. This will not be easy since the United States is severely handicapped by its failure to persuade Israel to give up the occupied Arab lands and find an honorable solution for the Palestinian problem.

Brown's visit, then, comes at a time of heightened tensions throughout the area. And it will be an occasion for some agonizing reappraisals — from both sides. Few would envy him the task he faces.

## ONE STEP FORWARD

One of the first steps towards a more meaningful industrial coordination among the Arab states of the Gulf was taken this week when Saudi Arabia's minister of industry and electricity signed an agreement to buy 20 per cent of the state owned Bahrain aluminum company, Alka.

Speaking on the occasion, Dr. Al-Ghassbi said that the agreement sprang from a sincere desire to embark on a practical program of industrial cooperation in the region.

Saudi Arabia thus takes a leading step in the direction of rationalizing the industrial development schemes of the region which has suffered in the past from a plethora of identical plans and projects that only succeeded in competing with each other, and entailed the expenditure of huge funds that could have gone into better pursuits. It was for this reason that seven Gulf states set up in 1975 the Gulf Organization for Industrial Consulting to study the various industrial plans of the member states and advise on their feasibility in the context of the whole region.

There are many instances of wasteful use of resources that arose out of a highly restricted view of what constitutes national interest which, it is hoped, will have now been relegated in the interest of the region as a whole.

## India's northeast

By Granville Watts

GAUHATI, India — India's sensitive northeast frontier region, an area of jungle-clad hills bordering China, Burma and Bangladesh, is again causing concern to the central government in New Delhi.

Home Minister H.M. Patel has just visited the troubled border between Nagaland and Assam where armed Naga killed at least 50 people last month.

The incident arose from a long simmering row between the two states over disputed forest areas and followed a declaration by the Assam state government that land entitlement would be given to some non-Naga settlers in one of the forests.

But the Nagaland-Assam row is only one of the problems

afflicting the northeast

An influx of Bangladeshi refugees into Assam and its neighboring states of Meghalaya and Tripura has increased tension there, especially amongst the hill tribes in Rippura whose land area has steadily shrunk over the years.

There has also been violence against non-tribals in tea-growing Meghalaya state, and some hill tribes have even spurned economic development because it would attract outsiders.

In Manipur state, the privileges given tribals, such as non-payment of taxes, has produced a backlash among the plains people who have set up their own militant movement.

The two main insurgencies in the area are in Nagaland and Mizoram. — (R)



## Brown on Mideast tour U.S. dependability

By Alan Cowell

BEIRUT — U.S. Defense Secretary Harold Brown seems certain to face mounting Arab discontent with Washington when he begins a Middle East tour Saturday intended to affirm America's dependability as an ally.

Many moderate Arab states regard the political turmoil in Iran as the latest sign of U.S. ineffectiveness and lack of commitment to traditional allies around the globe — from Africa, through Afghanistan, to Taiwan.

Saudi Arabia, the first halt on Brown's tour, is reported to be particularly apprehensive about U.S. ability to guarantee protection.

Recent criticism of Saudi Arabia by influential U.S. Senator Frank Church has also, in the view of Arab diplomats in Beirut, further displayed the power of the pro-Israel lobby in America to undermine Washington's commitment to its Arab allies.

Brown was leaving Washington Friday as the personal representative of President Carter. He will visit Saudi Arabia, Jordan, Israel and Egypt, and reports from Washington say his mission represents a "hands-off" message to the Soviet Union.

But his tour may be viewed in the Arab world as an example of too little, too late.

The collapse of Iran as a policeman of the Gulf — source of 90 per cent of the non-Communist world's oil — has focused attention on Saudi Arabia as the West's most important ally on the oil lanes and as a moderating force in Arab diplomacy following the Camp David accord.

But the reported Saudi disenchantment with the U.S. had taken root long before the

Iran crisis. Soviet gains in Angola and the Horn of Africa had already set the Kingdom's rulers wondering about U.S. reliability.

Arab sources detect the beginnings of a Soviet campaign to woo the Saudis away from their traditional close ties with the U.S. — although Saudi officials deny that the staunchly Islamic nation is planning any shift towards the Communist world.

Observers in Jeddah say it appears certain that Brown will be told the U.S. must prevent any outside interference that would dilute Islamic values or threaten the Gulf's economic independence.

Washington's termination of diplomatic ties with Taiwan after U.S. recognition of Peking has drawn criticism from the semi-official Saudi Press, which expressed fears that America is prepared to ditch traditional friends where superpower considerations dictate.

Despite this, the Saudis have refrained from anti-western moves in Arab diplomacy or in their oil policies, Arab diplomats said.

Diplomats in the Gulf say Brown may try to bring about an informal defense grouping, led by Saudi Arabia and backed by the U.S.

But Reuters correspondents in the Gulf, Saudi Arabia and Jordan reported that there was scant prospect of a formal security pact as proposed by some U.S. congressmen.

In Jordan, Arab diplomats say U.S. handling of the Iran crisis has reflected badly on American dependability as an ally.

King Hussein has stressed that his country is a sovereign state that will not accept pressure from any quarter.

Jordan has rejected the Camp David accord and sha-

res borders with Syria and Iraq, which are two of the Soviet Union's biggest arms customers and announced mutual security arrangements earlier this month.

Syria and Iraq were both hoping that Jordan would see its security interests best served by the new rapprochement between Damascus and Baghdad, Arab diplomatic sources said.

Brown thus needs to provide U.S. support for Jordan's independent line.

But pro-Soviet Arab diplomats in Amman said that as long as Washington was committed to helping Israel, Jordan may turn down any suggestion of security arrangements with the U.S.

In Cairo Brown's discussions with President Anwar Sadat and Defense Minister Kamel Husayn Ali are likely to cover military cooperation, Middle East security and the sale of 50 F-15 American warplanes to Egypt.

Sadat was expected to ask for sophisticated military equipment to play a more active role in Middle East defense.

The U.S. has so far only approved the sale of the F-15 planes. But the financing of the deal is running into problems because of an increase in the price of the aircraft.

Reports from Washington say the Camp David accord on an Egypt-Israel settlement will not stop the U.S. from reaffirming its commitment to moderate Arab states.

At the same time, however, Arab leaders may press the U.S. for a stronger commitment to the Arab and Palestinian view of the Middle East crisis in return for their continued friendship. (R)

## Who gives Rhodesia oil?

By Tami Hultman and Reed Kramer  
(The writers are reporters and editors for the Africa News Service, which produces a weekly newsletter and radio news on Africa.)

DURHAM, North Carolina —

For two and a half years, five Western oil companies have been named in a series of charges and disclosures as the direct and indirect suppliers of almost all of Rhodesia's petroleum products during the last 12 years, in defiance of a United Nations embargo. They are British Petroleum; Shell International Petroleum Co., based in London; Mobil, Caltex and the Compagnie Francaise des Petroles, the French government oil concern. Now, the Treasury Department has confirmed the reopening of its 1976 investigation, which it called inconclusive, into possible sanctions violations by American firms.

The decision, made last fall, has pointed up the inability of United States officials to agree on a southern Africa policy that will be viewed as genuine by the Africans it is meant to influence.

In fact, the Treasury move surprised the State Department, which was still debating what sort of new probe might be needed in light of recent shell and British Petroleum admissions that they participated in a secret scheme to insure Rhodesian supplies.

The roles of B.P. (with 51 per cent British government ownership) and Shell (privately British and Dutch-owned) came to light through the research of two English writers, Bernard Rivers and Dr. Martin Bailey, whose articles have provoked a corporate and government scandal, and more disclosures are expected. An official commission headed by attorney Thomas Bingham has verified large-scale violations of the sanctions, and in December Prime Minister James Callaghan called for a parliamentary investigation into why government leaders did nothing to prevent them.

Rivers, currently research director for the Council on Economic Priorities in New York, is convinced that a serious investigation would confirm United States companies' involvement. "I have no doubt," he says, "that Mobil South Africa and Caltex were full partners with Shell and B.P. in this affair. And I really can't believe that company executives here don't have real doubts about their deals, if indeed they believe them at all. At the very least, the evidence

shows that the parent companies have lost control of their South African subsidiaries. And certainly it raises questions about what the United States government may have known."

Caltex refuses requests for interviews, saying only that it "has not violated any U.S. laws or regulations" nor "made sales to Rhodesian entities."

But in a recent interview, the Mobil general counsel, George A. Birrell, responded to charges against the company. He said that Mobil's South African management "continues to assure us that they are not supplying products to Rhodesia."

In our company I don't think people lie to each other. Nevertheless, Birrell admits to concern about the published accounts and to frustration with his attempts to get information from Mobil South Africa officials. He says the South African management "by and large refuses" to comment on such things as customs statistics that allegedly show Mobil's having supplied 20 per cent of Rhodesia's oil between 1968 and 1976, and says that "frankly, we have no explanation" of a July 1974 meeting during which Shell and Mobil chief executives in South Africa reportedly told South Africa's secretary of commerce about oil industry concerns that political developments would close to Mozambique route. It was then, according to a company memo that Shell provided to Bingham, that Shell and Mobil first proposed the "swap" arrangement that went into effect after Mozambique got independence.

Birrell's primary defense is that Mobil is "caught between the official policy of the South African government and the policy of our own government"—in other words, between South Africa's official Secrets Act, which forbids any inquiries into oil matters, and United States prohibitions on trade with Rhodesia. "We have pressed our people as far as we fairly can," he argues. "I wonder how you would feel if you lived in South Africa and faced the possibility of 15 years in jail from a government that has made no bones about its attitude on this subject?"

There the matter stands, with no explanation why Shell and B.P.—which are subject to the same South African laws—have ignored dangers of prosecution under the Official Secrets Act, spent weeks in South Africa collecting information on their subsidiaries' operations, and have threatened to cut off and, in one case, even delayed petroleum supplies to South Africa until information demanded from the subsidiary was forthcoming.

The difference seems to be government pressure. Certainly, Britain has more reason to act. As the internationally recognized legal authority for Rhodesia, the British government is under greater public pressure to put its own house in order. And the British press has pursued the issue in a way the American press has not.

"I don't mean to deprecate the importance of maintaining sanctions," the United States Assistant Secretary of State for African affairs, Richard M. Moose, said in a recent interview, voicing the prevailing administration attitude. "But I think a much more important problem is to try and find a peaceful solution."

A look back, however, suggests that the attitude may itself have doomed the diplomatic efforts to failure. Last year when the Anglo-American plan for Rhodesia was being drafted in final form, London informed Washington of the pressure it was exerting on Shell and B.P. and suggested similar action toward Mobil and Caltex—a course the State Department considered but rejected, according to department sources.

"The South Africans were watching us very closely for any signs of toughness," recalls Haskell G. Ward, who at the time was an African specialist on the State Department's policy planning staff (and was named last month New York's deputy mayor for human services). "If we had threatened South Africa's oil supply to any extent, I am sure Pretoria would have leaned on (Prime Minister Ian D.) Smith and substantive negotiations would have resulted."

Instead, South Africa continues its profitable oil shipments to Rhodesia, backed up by the promise of the five internationally-owned subsidiaries to meet any domestic shortfalls. That agreement now faces a critical test, with South Africa experiencing energy shortages from the cutoff of more than 90 per cent of its crude oil once supplied by Iran. In that context, critics of administration policy view the Treasury's reinvestigation less as an overdue search for the truth than as an attempt to pre-empt what could be an embarrassing inquiry by an independent panel. —(NYT)

## Israeli torture

By Bernard Gwertzman

WASHINGTON —

Alexandra U. Johnson, the former United States Foreign Service consular officer in Jerusalem who reported that Israelis had conducted systematic torture of Arab prisoners, Thursday night stoutly defended her conclusions and said it was "my own belief" that her human rights reporting led to her dismissal from the service.

Miss Johnson said that she went to Jerusalem two years ago, very much pro-Israeli. She said that she gradually became aware of a pattern of abuse when in the course of her work she began to inter-

view West Bank or Jerusalem Palestinians who contended they had been forced to make confessions to membership in secret organizations as a result of torture.

"All 29 individuals described to me, in varying degree of detail, interrogation sessions in which they were beaten or otherwise tortured by their interrogators," she said. After a while she said she found a pattern.

"I got the feeling that rather than being exposed to a series of aberrant instances, I was in a way taking a sample from a pattern or a system," she said. —(NYT)

It also rejected Israeli reports that suggested Miss Johnson was mentally unbalanced.

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## saudi press review

Bakhtiar's offer to call for a general election to carry the country past the present impasse presents a way out of the deadlock that has been created by the opposition of Khomeini to the existing government, according to "Okaz" editorial.

The paper said that Bakhtiar's offer indicates his determination to maintain a semblance of democracy against the demagoguery of the streets where no true democracy can emerge and prosper on account of the aimless activities of rabble rousers and meaningless slogans. It pointed out the dangers that lie behind the current interest of the Communist Party and its supporters which are trying to infiltrate the masses before containing them and eventually capturing power. Tudeh, the Communist Party, the Soviet Union and other communist states are merely pretending to be in favor of the opposition while doing their best to prevent any

rapprochement between the government and the opposition so that they may exploit the turmoil to achieve their own evil objectives. The paper hoped that the people who now pass through a decisive phase in their history will realize the nature of the dangers, both internal and external, to which they are exposed.

Commenting on the recent visit to Saudi Arabia of the Sudanese President, "Okaz" said that the talks were held in the context of ongoing consultations between the two leaders and the need to study the Arab position in view of Israel's continued intransigence. The paper said that some of the issues of common interest include Red Sea security which needs to be studied and decided upon. It said that it is realized that Israel, which represents a racist, colonial presence in the region will never agree to give up the occupied Arab lands and the rights of

the Palestinians including their independent state without a combined Arab effort that can force it to do so.

"Al-Jazirah" editorial dealt with Crown Prince Fahd's statement that Islam was the cornerstone of life in this country, in every field of human endeavor and that we ought to adhere to its tenets so that we may rebuild the glorious structure which we seek. Our structure which we seek, conflict with communism and Zionism will not be confined to a clash of arms but to that of ideology which will help us triumph.

"Al-Jazirah" warned of a possible Israeli attack on some parts of the Arab world as a result of a combination of factors now at work in the area. It said that the situation is critical and could lead to armed conflict between the Arabs and Israel. These factors include continued Israeli attacks on Lebanon, the increased

peace treaty with Israel without certain guarantees. Add to this the situation in Iran and Israel's loss of Iranian oil supplies which may drive it to commit further aggression on Arab lands. The next two weeks will, therefore, witness the advent of a hot summer in the Middle East and the Gulf this year, the paper concluded.

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Doctor: The operation was successful. It was the bill that did it.

—AL-JAZIRAH

—AL-JAZIRAH



## Good food without the frills

By Box Wallah

JEDDAH — The small dining room in The Embassies Hotel here can seat only 40 persons. There is a friendly and informal atmosphere. The place is quite without extravagant pretentiousness and the management concentrates on the quality of the food. Covers are changed for each new patron and the ambience is bright, clean and business like.

The nine waiters, all Philipinos, are young, cheerful and helpful. They obviously enjoy their work. Sometimes, in the smart restaurants of Jeddah, one feels somewhat overawed by the solemnity of the phalanxes of tightly uniformed waiters advancing to perform what might be a sacred rite. In the Embassies, the keynote of customer-staff relations is a smile. Muzak is discreetly in the background and it does not inhibit conversation.

Besides the daily changed table d'hôte dinner menu (about SR 40) there is a very extensive a la carte menu with a wide variety of Oriental and European dishes and grills.

The feature of the restaurant is a carefully selected short list of Philipino specialties and, as one would expect, these dishes show the influences of both Chinese and Spanish cuisine.

We chose Chicken Adobo and Fried Fish Sariado. The Adobo is made of succulent pieces of chicken baked in a thick soy sauce and served with a selection of crisp, fresh vegetables. The meat was tasty and tender and the sauce Piquant and interesting. The fish Sariado is made of chunks of local fish fried quickly and served in a sweet/sour sauce



Taher Helmy is congratulated by Chief Justice Warren Burger. Egyptian Ambassador Ashraf Ghorbal (center) looks on.

(the Chinese influence), long beans and carrots. We had a Shanghai fried rice to accompany our choices. Helpings were generous and the food was hot and specially prepared to order. All the usual sauces were available on the table.

The menu does not show much imagination in the selection of sweets, but a speciality baked custard is available to order. Turkish coffee is served.

The bill for two very satisfying main dishes and drinks was SR 68, and there is, uniquely, no service charge.

The restaurant is highly recommended for its sensible, matter of fact approach to producing nice food without unnecessary and expensive frills.

We spoke to Celestino, the restaurant manager, afterwards, who explained that he purchases meat, fish and vegetables from the local markets daily and does not store food in a freezer. He recommended that when we next visit we should try the Sinigang shrimp soup and the Beef Mechado which, he believes, are the best offerings of the three Philipino cooks.

They are planning to open a roof top restaurant in due course. Meanwhile, they offer a Smorgasbord lunch on Sundays and Wednesdays from 11 a.m. to 2 p.m. at an inclusive cost of SR 30 for "as much as you can eat."

The Embassies Hotel is not right in the heart of what could be called the city's embassy area, but the Korean, British and Argentine diplomatic grounds are not too far off. The hotel is located near the large globe sculpture opposite the Jeddah offices of the Royal Commission for Yanbu and Jubail. Telephone number is 55945.

## Egyptian lawyer admitted before U.S. high court

By a Staff Reporter  
Washington Bureau

WASHINGTON — Egyptian attorney Taher Helmy has become the first Egyptian national to be admitted to practice before the U.S. Supreme Court. Helmy, a member of the board of the Egyptian Bar Association and a practicing attorney in the United States, was admitted before the Supreme Court on Jan. 22.

Also a member of the American Bar Association, Helmy was admitted before the Supreme Court of the State of Illinois and the Federal Court of the Northern District in 1975.

While also now a U.S. citizen, Helmy applied for admission before the U.S. Supreme Court on the basis of his Egyptian citizenship, and was the first of his countrymen to be so approved.

Helmy arrived in the United States in 1967 and received his Doctor at Law degree here in 1974.

After graduation, he joined the New York law firm of Cahill, Gordon and Reindel. A year later, he moved to Chicago and joined the international law firm of Baker and McKenzie, where he has been able to practice his specialty, international law.

Baker and McKenzie is the largest law firm in the world, employing 450 attorneys in 26 offices around the globe.

Helmy is the attorney who initiated Baker and McKenzie's Middle East law practice. The firm now provides American attorneys for U.S. businesses

interested in dealing with Arab countries.

These lawyers help chart investment strategies for American companies entering the Middle East market, by examining the implications of both

U.S. law and the indigenous laws of the Arab states involved.

To qualify for admission before the U.S. Supreme Court, Helmy had to pass a bar examination, a pre-requisite for

any law school graduate who wishes to appear before a court.

Helmy was personally congratulated on his achievement by Supreme Court Chief Justice Warren Burger.

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## Endangered species still sought by hunters

By Ena Kendall

LONDON — People who refuse to wear furs on the grounds that they look better on their original owners are no longer regarded as eccentric.

Public opinion, with a few helping prods from conservationists, is gradually swinging round to the view that human vanity is a poor reason for

endangering animals already under intolerable pressure.

The luxury market in industrial countries is one of the main stimulants for the war of attrition against many species. Leather of the highest quality comes from the skin of the sawwater crocodile, and crocodiles and alligators, often shot before they have a chance

to breed, are among the world's most threatened animals.

The colobus monkey, a spectacular fellow with a beautiful black and white skin, is being trapped by the hundreds in East Africa because of the demand for its skin to make rugs. It takes the deaths of about 12 monkeys to make one

rug.

Small boat-loads of walrus heads have been observed in Alaska, where the animals have been decapitated for their tusks. Even the practice of faking "walrus" ivory carvings from the ivory of African elephants has not stopped a rapid rise in walrus killing. —(OFNS)

## Arab news OTC OUTLOOK 79

PUBLICATION DATE: APRIL 30, 1979  
CLOSING DATE: MARCH 10, 1979

MECHANICAL DATA:	WIDTH		DEPTH	
	CM.	IN.	CM.	IN.
Back Cover/Color	24.5	9 3/4	37	14 9/16
Inside Covers/Color	24.5	9 3/4	37	14 9/16
Centerfold Page/Color	24.5	9 3/4	37	14 9/16
Full Page/B&W	24.5	9 3/4	40	15 3/4
2/3 Page/B&W	19.5	7 11/16	30	11 13/16
1/2 Page/B&W	24.5	9 3/4	20	7 14/16
1/3 Page/B&W	19.5	7 11/16	15	5 15/16
1/6 Page/B&W	8	3 3/16	15	5 15/16

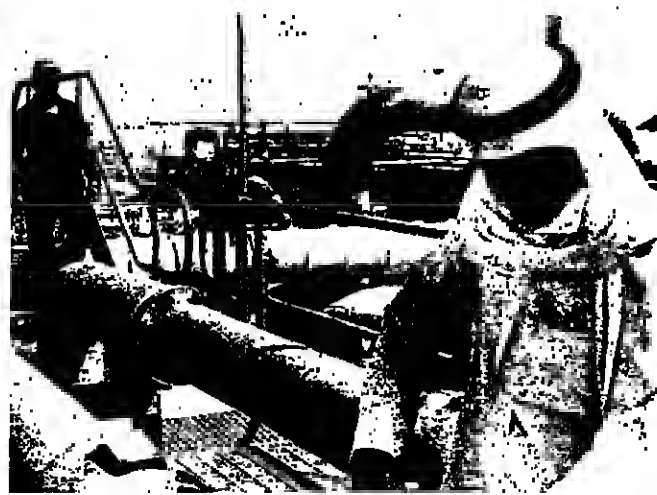
**MATERIALS:** Black & White: Prefer 65 line screen. Provide velox, repro proof or artwork. Color: Requires 4-color negatives with color proof. Any composition or art production necessary for ads will be charged to Advertiser. No proofs furnished. Cannot guarantee return of color separations or artwork.

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# U.N. expert urges OPEC to hasten gas development

UNITED NATIONS, Feb. 9 (Agencies) — A U.N. energy expert has called on petroleum producing countries to speed up development of natural gas.

(Saudi Arabia plans to use gases associated with petroleum extraction as fuel and feedstock for heavy industries under a massive \$12 billion gas

gathering system being built at Jubail).

Vladimir Baum, director of the U.N. Center for Natural Resources, Energy and Transport, said Thursday the gas equivalent of 2.4 million barrels of petroleum is flared, or burned off, at oil wells in various parts of the world.

He told reporters at a news

conference at U.N. headquarters that this loss is equal to the entire energy needs of the developing countries of Africa.

Baum said part of the problem is that equipment for catching and using the waste gas is costly and producers often find it more profitable in the short run to burn the gas.

He saw hope in the example of the United States, which he said at one time flared huge amounts of natural gas but now collects and uses almost all of it.

In a review of U.N. energy programs, Baum announced a symposium on world coal prospects has been scheduled for next October in Katowice, Poland. He predicted a steady increase in the importance of coal as an energy source.

By 1985 he forecast the energy share from coal would increase to 35 per cent or more and total production would amount to 3.884 billion tons.

## Peru boosting oil output; to sell extra to U.S., Japan

LIMA, Feb. 9 (AP) — Peru is increasing petroleum production and will sell most of the surplus to Japan and the United States at prices independent of those set by the Organization of Petroleum Exporting Countries, a government official has said.

Energy and Mines Minister Gen. Juan Sanchez said Thursday Peru would increase its petroleum production to more than 200,000 barrels a day this year. Current production is 154,000 barrels a day, of which 130,000 barrels go for domestic consumption, he said.

The minister did not specify the source of the increased production, but his announcement tended to reinforce speculation that the U.S.-based Occidental Petroleum Co. had made a major discovery in the northern jungle fields.

The government company Petroperu reported recently that a single well in the structure had tested at some 4,000 barrels of crude a day.

## Saudi Arabian Government Tenders

Authority	Description	No. of Tender	Price SR	Closing Date
* Ministry of Agriculture and Water	Implementation of water project in group (E), in the Eastern Province	28/8	400	Feb. 21
* Ministry of Education	Building of intermediate schools, second instalment, model (1), consisting of 18 classrooms	16	3000	Mar. 3
* Directorate of Education, Medina	Fencing of Faisaliah school	xx	200	Feb. 26
* Department of Water and Sewage, Eastern Province	Spare parts for hydraulic dredger (International 3945)	3K/98/99	55	Mar. 4
* Ministry of Agriculture and Water	Implementation of drinking water project in group (C) in Nejan	45/8	500	Feb. 19
* Directorate of Education, Tabuk	Furniture for school libraries	xx	Free	Feb. 20
* Ministry of Municipal and Rural Affairs	Lighting of the entry points and roads of Rubaiyah village in Qassim	93/98/99	250	Mar. 19
* " " "	Fencing of Al-Jarfa graveyard in Nejan	26/96/97	350	Mar. 20



## PORTS AUTHORITY

KING ABDUL AZIZ PORT DAMMAM

SHIP MOVEMENTS UP TO THE MORNING OF

CHANGES PAST 24 HRS.

DATE: 10.3.1399/8.2.1979

TIME: 0700 HRS.

1. Vessels Working Berth No.	Name of the Ship	Agent	Type of cargo	Arrival Date
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2	MARITIME ALLIANCE	ALQURASHI	CONTAINERS	6/2/1979
3	TENNESSEE	BARBER	GEN. CONTRS	7/2/1979
4	SHARP ISLAND	U.P.	GEN. CONTRS MAIZE RICE	7/2/1979
5	UPWEY GRANGE	GLOBE	TIMBER PAPER, CONSTRUCTION MATERIAL	8/2/1979
6	FINLANDIA	KANOO	GENERAL	7/2/1979
7	ADEN	BARBER	GENERAL	7/2/1979
8	ALDA	GULF	LOADING UREA	7/2/1979
9	SCOPI	JCE	LOADING UREA	22/1/1979
10	OCEAN SINCERITY	AFT	GENERAL STEEL	7/2/1979
11	ASIA OHO	GULF	GENERAL	12/1/1979
12	ASIA ROSE	AL REZA	BULK CEMENT	5/2/1979

13	SCIP			
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14	RUON OIEP	KANOO	GENERAL	10/1/1979
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15	2-Recent Arrivals			
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16	TENNESSEE	BARBER	GEN. CONTRS	7/2/1979
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17	UPWEY GRANGE	GLOBE	TIMBER PAPER, CONSTRUCTION MATERIAL	8/2/1979
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18	FINLANDIA	KANOO	GENERAL	7/2/1979
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19	OCEAN SINCERITY	AFT	GENERAL STEEL	7/2/1979
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20	ALDA	GULF	LOADING UREA	7/2/1979
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21	3-Vessels Expected With in 48 Hours			
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22	NEDLOYO	KANOO		
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23	ROSARIO	GULF		
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24	TAURUS	ALQURASHI		
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25	ALJOUSA	ALREZA		
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26	RAUFEL	KANOO		
----	--------	-------	--	--

27	STRATHMEIGLE	ORRI		
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28	SABAH TRADER	KANOO		
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29	NEOLLOYO	KANOO		
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30	STREEPER	KANOO		
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31	NEDLOYO	KANOO		
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32	BANGKOK	KANOO		
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33	AL SOLABIAH	ORRI		
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34	GOLDEN SEANON	A.E.T.		
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35	ARYA NAZ	KANOO		
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36	RIVA	ORRI		
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37	MERCANDIAN	ORRI		
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38	IMPORTER	BARBER		
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39	TARAGO	U.P.		
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40	EVER HONESTY	U.P.		
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41	4-Tonnages Discharged (Freight Tons): 19,884			
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42	5-WAITING TIME: NIL			
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43	Note: Importers having goods on the above mentioned ships should complete their formalities as soon as possible. For any inquiries please contact the Shipping Agents.			
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**GAS RATIONING** — The Carter Administration has told the Senate Energy Committee that the finishing touches are being put on a standby federal gasoline rationing program, David Bardin, administrator of the Economic Regulatory Administration in the Department of Energy, said the plan is currently under review and should be sent to Congress for approval Feb. 26. This is a 1974 file photo of the likeness of George Washington on the face of gasoline rationing coupons issued for possible use in an energy crisis. — (AP wirephoto)

## British budget dilemma

## Wage claim versus money supply

**SPECIAL TO ARAB NEWS**  
LONDON, Feb. 9 — This week the British government fired the starting gun for the run-up to the budget, when it raised the official minimum lending rate (MLR) to 14 per cent.

Although this was a move forced on the authorities by the financial markets, in the context of recent statements from the chancellor, the prime minister and the Bank of England, it clearly indicates the coming conflict between the irresistible force of massive wage claims and the immov-

able obstacle of tight money supply targets.

At the moment, the government is relying almost solely on the interest rate weapon to retain control of a situation that threatens to run away from them.

The gilt market Thursday was apparently only slightly mollified by the MLR move, arguing that the government's borrowing requirements was insupportably large and that drastic surgery was required.

In a series of public statements this week, Labor ministers have committed them-

selves firmly to restrictive budgetary action of wage settlements continue to accelerate — so firmly, in fact, that any sign of back-sliding would be politically as well as economically suicidal.

The markets are now performing in an appropriate manner against this background. Fixed interest government stocks have been falling rapidly since the turn of the year in correct anticipation of the rise in interest rates.

Some technical analysts are now forecasting MLR at 16 per cent before very much longer. Not only would this be the highest nominal level ever for the official Bank of England rate, it would represent, adjusted for inflation, a very severe stance indeed — far tougher than during the 1976 sterling crisis, when MLR reached 15 per cent.

## Citibank prime rate cut to 11½ per cent

**NEW YORK, Feb. 9 (AP)** — Citibank, the second-largest U.S. commercial bank, cut its prime lending rate 4-point Friday to 11½ per cent.

The move followed a similar step late in January by third-ranked Chase Manhattan Bank and several smaller institutions. The prime rate is the bank's charge on loans to its best corporate borrowers.

The move has ended a two-

year spiral that pushed the prime rate from 6½ per cent to a four-year-high of 11½ per cent. But analysts have warned against expecting a further round of decreases in months ahead.

The easing in bank lending rates has been linked to a seasonal slowdown in borrowing and to a slight reduction in the rates banks pay on funds they lead.

## FOREIGN EXCHANGE RATES

Opening Thursday	SAMA rate	Cash	Transfer
U.S. Dollar	3.37	3.38	3.36
Pound Sterling	6.76	6.76	6.80
Deutsche Mark	1.83 (100)	182.00	183.00
Swiss F	2.03 (100)	202.00	200.16
French F	0.79 (100)	79.25	79.40
Italian Lira (1000)	—	4.00	4.05
Lebanese Lira (100)	—	108.50	108.25
Syrian Lira (100)	—	80.00	86.65
Egyptian Pound	—	4.60	4.82
Kuwaiti Dinar	—	12.30	12.33
Jordanian Dinar	—	11.35	11.35
Emirates Dirham (100)	—	87.00	87.80
Qatari Riyal (100)	—	87.00	87.80
Bahraini Dinar	—	8.70	8.70
Iranian Riyal (100)	—	—	46.50
Iraqi Dinar	—	9.40	—
Yemeni Riyal (100)	—	—	74.00
Moroccan Dirham (100)	—	79.00	88.25
Indian Rupee (100)	—	—	40.41
Pakistani Rupee (100)	—	—	34.30
Gold kg	—	27,300	—
10 Tolas bar	—	3,200	—
Silver kg bar	—	700	—
Japanese yen (100)	1.70	—	—
Canadian dollar	2.82	—	—
Belgian franc (10)	1.16	—	—
Dutch guilder	1.69	—	—
Italian Lira (100)	0.40	—	—

SAMA rates announced by the Saudi Arabian Monetary Agency, based on average rates on the London money market and the official price of the U.S. dollar.

Cash and transfer rates supplied by Al-Rajhi Company for currency Exchange and Commerce, Gabel St., Jeddah.



## SAUDI ARABIA LINKED TO WORLD MARKETS

Saudi Research & Investment Limited announces the opening in Jeddah of a service which puts Saudi Arabian investors, and expatriates, in round-the-clock contact for the first time with the London Stock Exchange and all key financial centres.

A direct two-way teleprinter link, via the London offices of Rowe Rudd & Co. Limited, enables buying and selling orders to be transmitted all over the world at any time.

Other services include international investment advice; complete portfolio management; and dealings in gold, diamonds, fine art, commodities, and property.

Contact Derek Dyer, Investment Manager  
SAUDI RESEARCH & INVESTMENT LIMITED  
Ground Floor, Binladin Building  
Medina Road, Jeddah, P.O. Box 6474  
Telephone: Jeddah 53908

## Mediterranean states will spend \$3.2m on cleaning up sea

GENEVA, Feb. 9 (Agencies) — The Mediterranean coastal states have decided to spend \$3.2 million over the next two years to help clean up their sea, with France supplying nearly half the amount.

The decision was taken by 18 coastal states attending the first meeting in Geneva of the contracting parties of three anti-pollution treaties covering the Mediterranean signed in Barcelona in 1976. They axed \$300,000 from a sum proposed by the United Nations Environment Program (UNEP).

"Many nations are giving less over two years to clean the sea than their delegations are spending for their week in Geneva," noted one delegate.

Albania, Cyprus, Monaco and Malta, for example, have pledged about \$2,560 each, while Syria and Tunisia will give \$5,120 each.

France will contribute over \$1.48 million but the French have sought to have some of the group's programs cut.

UNEP has been trying to reduce gradually its own contributions, which since the Mediterranean anti-pollution "action plan" was launched in 1975 have amounted to \$7.3 million against only \$375,000 put up by the governments.

UNEP Executive Director Mustafa Tolba had said this gathering was a test of the states' willingness to continue the cooperation begun at Barcelona "and to face up to their financial responsibilities." UNEP will add some \$1.6 million to the sum agreed Thursday, and other organizations such as the Common Market will also contribute. The final sum will not be known until Saturday.

Many of the countries are also donating laboratory space

and scientists' time in the work of monitoring pollution from ships, sewage and factories.

The countries must now decide by Saturday which of the anti-pollution programs must be cut to match the cut in funds.

Also in Geneva, delegations from 83 countries Thursday ended three weeks of closed informal consultations to prepare the resumption of negotiations on the Law of the Sea here March 19.

## Turks seeking new markets in African states

ANKARA, Feb. 9 (AP) — A delegation of Turkish businessmen and state officials will set out Saturday on a two-week tour of several African countries in an effort to find new markets for this country's exports and possible contracts for Turkish construction companies, foreign ministry officials said Thursday.

They said the 30-men delegation will visit Kenya, Nigeria, Sudan, Uganda and Ethiopia.

The group includes officials from the foreign ministry, the state planning organization, state economic enterprises and representatives of private manufacturing and construction companies.

Officials said Turkey's entire exports to black African states in 1977 were worth \$7 million. They said this amount could and should be increased.



## PORTS AUTHORITY JEDDAH ISLAMIC PORT

SHIP MOVEMENTS UP TO THE MORNING OF 8TH FEBRUARY 1979

1-VESSELS DISCHARGING BERTH VESSEL	AGENT	CARGO	ARR. DATE
------------------------------------	-------	-------	-----------


1A	—	—	—
1B	—	—	—
2	—	—	—
3	—	—	—
4	—	—	—
5	—	—	—
6	—	—	—
7	HUBALDUS	ORRI	SOVA/STEEL/GEN/ TOBACCO
8	—	—	—
9	SUMMIT VENTURE	ALSAADA	CEN./BULK GRAIN
10	—	—	—
11	KANARIS	A.A.	BAGGED CEMENT
12	UNION JEDDAH	O.C.E.	STEEL BARS/MACHINERY MESH
13	—	—	—
14	LONDON BARON	ANSCO	BAGGED CEMENT CARPETS/PIPS
15	—	—	—
16	—	—	—
17	—	—	—
18	ODYSSEUS	ROLACO	BULK CEMENT
19	ROBERT L.D	ALSAADA	BULK CEMENT
20	MOSRIVER	GULF	BAGGED CEMENT
21	ARGO CHALLENGE	AL HAWI	BAGGED CEMENT
22	MENT LOTUS	ROLACO	BAGGED CEMENT
23	TOULLA	S.A.M.A.	BAGGED CEMENT
24	FILIPINAS SAUDI I	S.A.M.A.	ACCOMMODATION SHIP
25	—	—	—
26	—	—	—
27	—	—	—
28	MONA	SADAKA	OURRA
29	—	—	—
30	NESS	ORRI	MESH/REBAR/TILES GEN.
31	—	—	—
32	MASURAH	A.E.T.	MEAT/FISH
33	—	—	—
34	—	—	—

35	CHARLES SCHIAFFINO	NINDI	RO RO
36	FAREA	H.S.S.C	RO RO
37	ESPRESSO TOSCANA	SCSA	RO RO
38	JOLLY BLU	ABDALLAH	RO RO

39	2-Recent Arrivals		
40	LONDON BARON	ANSCO	GENERAL
41	AGIOS GEORGIOS	O.C.E.	EGGS/CHICKENS
42	ANTONIO II	STAR NAV.	DURRA
43	ESPRESSO TOSCANA	SCSA	TRAILERS/CONTAINERS
44	FAREA	H.S.S.C	TRAILERS/CONTAINERS
45	SEASPEED DIMA	FAYEZ	TO LOAD EMPTY FLATES
46	JOLLY BLU	ABDALLAH	CONTES/CARS/TRAILERS
47	—	—	FLATES/VEHS
48	ANDREAS 'U'	A.E.T.	BAGGED CEMENT
49	MINI LOTUS	ROLACO	—

3-Vessels Expected to Arrive With in Next 24 Hours			
ARAB AL AHSA	SADAKA	OURRA	8/21/79
LAURA	STAR NAV.	FRUITS/CHICKENS	8/21/79
TZANEEN	STAR NAV.	FRUITS/CHICKENS	8/21/79
MAN FUNG	ANSCO	GEN.CONTRS	8/21/79
GLAFLOS	BARBER	TIMBER	8/21/79
NOTRE DAME			
D'APRIQUE	NINDI	M.O.D. AMMUNITION/GEN	8/21/79
NAXOS I	M.T.A.	CONTAINERS	8/21/79
CEAI VAREE	A.E.T.	CONTAINERS	8/21/79
TRUDELAND	MEDCO	FIRE STATION WAGONS	8/21/79
GOLDEN MINERVA	A.E.T.	VEHICLES	8/21/79
MINI LASS	ROLACO	TO LOAD EMPTY CONTRS	8/21/79
ESPRESSO TOSCANA	SCSA	TRAILERS/CONTAINERS	8/21/79
JOLLY BLANCO	ABDALLAH	CONTRS./CARS/VEHICLES	8/21/79
MERZARIO ARABIA	A.E.T.	R-O-R	8/21/79
PORT DANIA	FAYEZ	CONTRS./MOBILES	8/21/79
IONIAN CARRIER	ROLACO	BULK C/SCMENT	8/21/79





**INDUSTRIAL  
GASES PRODUCTION  
CAN MAKING  
SHIPBUILDING  
HONDA PRODUCTS  
YANMAR PRODUCTS**

**ABDULLAH HASHIM ESTS.**

JEDDAH      MECCA      RIYADH      DAMMAM  
32045-32411      25402      22222-22522      31722-31722

**EXCHANGE RATES** أسعار العملات والذهب

LONDON

February 8

Range

2.8465-2.8495

2.3290-2.3300

4.5138-4.5238

52.48-52.50

164.04-167.00

4.0080-4.0180

136.90-137.00

3.7875-3.7975

6.7350-6.7450

94.40-94.80

27.12-27.17

13.23-13.25

138.90-139.00

395.38-395.98

NEW YORK

February 8

Opening Prices

STFC 2.8125-2.8135

BTC CON 28.05-28.08

CAN 83.77-83.80

CAU 4.7280-4.7310

LIT 833.08-833.59

DMK 1.5890-1.5910

SFR 1.6405-1.6415

DMK 1.6433-1.6443

AUS SCH 14.38-13.51

DMK 19.30-19.70

DMK 2.0485-2.1180

DMK 2.0435-2.0630

PORT 46.97-47.07

DMK 4.3468-4.3488

BTC FBN 29.53-29.56

SPAIN 46.97-46.99

DMK 22.70-22.72

Sug. one month 57.50 shd; two months 118-111 shd; three months 165-160 shd; six months 190-185 shd; twelve months 545-530 shd.

Cane. one month 55-53 shd; two months 54-52 shd; three months 53-51 shd; six months 5-7 shd; twelve months 14-14 pms.

N.Y. DOLLAR CROSS RATES

February 7

Goldster 1.9910

Belgian Franc 29.8200

French Franc 1.3333

Hong Kong Dollar 4.7526

Italian Lira 203.450

Japanese Yen 166.180

Swiss Franc 1.4664

BOW JONES

STOCK AVERAGES

DOW JONES

CLOSING STOCK AVERAGES

February 8

30 Industrials 817.57 UP 1.56 or 0.19%

20 Transport 386.32 DN 0.61 or 0.15%

15 Utilities 303.89 UP 0.07 or 0.07%

65 Stocks 277.89 UP 0.25 or 0.09%

New York—(AP-DJ)—The stock market closed heavily lower Wednesday on uncertain trading volume.

Stocks had been staging an orderly retreat as light volume this morning in reflection of a lower dollar's recent high prices for gold. The Dow Jones Industrial Average was down about 2 1/2 points and declined late advances by about 7-1/2. Even just before noon, U.S. Energy Secretary, James Schlesinger, said that the current trade oil crisis may be worse than the 1973 oil embargo because it could last much longer. He said the U.S. has about a 90-day supply of oil, and that if inventories fell the 90-day mark, the situation would be "serious."

The market took an abrupt further downturn and the dollar declined even more. One analyst indicated that if the government were forced to

re-examine its policies in light of the situation and the result was more deregulation of the oil and gold industry, thus many positive benefits would accrue.

Central Banks, reportedly including the Federal Reserve, intervened to stem the dollar's decline, with massive \$40-50 shd. trades.

The Morgan Guaranty Trust Co. of New York's weighted average evaluation of the dollar was 2.6% from market rates on Feb. 15, 1973 compared with a 3.9% decline Tuesday.

Declining issues were in the majority. About 1,180 were down with only about 320 able to gain.

The Dow Jones Industrial Average fell 6.8 points to 814.01. Earlier in the day it had been down just over nine points. Volume expanded to over 28,480,000 shares from 23,648,000 Tuesday.

DOW JONES

CLOSING STOCK AVERAGES

February 7

30 Industrials 816.01 DN 6.84 or 0.83%

20 Transport 386.32 DN 2.73 or 0.70%

15 Utilities 303.89 UP 0.10 or 0.10%

65 Stocks 276.84 DN 2.19 or 0.79%

مؤشر الستانداتل

مؤشر داو جونز

Feb. 8

Feb. 7

Feb. 6

Feb. 5

Feb. 4

Feb. 3

A year ago

Government Secs. 64.64 65.12 64.34 65.57 65.80 64.04 74.41

Fixed Interest 65.97 66.47 66.84 66.91 67.21 67.47 77.21

Domestic Stocks 46.8 46.82 46.84 46.91 46.73 46.85 46.84

Gold Mines 178.6 182.6 183.0 181.4 186.8 186.8 185.0

Gold Mines (Ex-pst) 122.5 123.5 123.2 123.6 115.9 112.2 111.2

Ord. Ind. Vld. 6.34 6.27 6.26 6.21 6.14 6.14 5.72

Ord. Ind. (Ex-pst) 16.49 16.42 16.38 16.24 16.37 16.36 17.45

P/E Ratio (incl. 90) 7.82 7.90 7.91 7.98 8.07 8.08 8.69

Dealings marked 5,300 5,855 5,908 5,086 4,835 4,883 5,271

U.S. Energy Sec. 71.92 72.97 73.86 74.87 75.77 76.21 76.21

U.S. Energy Sec. 13.157 14.22 14.59 15.67 15.104 14.153

U.S. 453.7 11.44 452.4

Non-48.2 1.62 447.6

2 p.m. 457.1

3 p.m. 447.3

\* Based on 52 per cent corporation tax. \* Nil = 1.68.

Basis 100 Ctr. Sep. 15/10/76. Fixed 1st. Ind. Oct. 1/7/75.

Gold Mined 12/9/75. Ex-pst index started June, 1972. SE Activity July-Dec. 1942.

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

Today's Closing

Previous Closing

2 per cent

Cocoa

March 1722 1778

May 1795 1793

July 1795 1793

September 1823 1821

November 1809 1805

January 1888 1881

March 1928 1905

ARABICA COFFEE

August UNQ UNQ

October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

March 1441 1410

May 1397 1385

July 1323 1285

September 1303 1286

November 1163 1161

January 1130 1127

March 1110 1109

GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

May 62.40 62.35

June 62.40 62.35

July 62.40 62.35

August 62.40 62.35

September 62.40 62.35

October 62.40 62.35

November 62.40 62.35

December 62.40 62.35

January 62.40 62.35

February 62.40 62.35

RAW SUGAR

March 183.75 183.60

April 183.75 183.60

May 183.75 183.60

June 183.75 183.60

July 183.75 183.60

August 183.75 183.60

September 183.75 183.60

October 183.75 183.60

November 183.75 183.60

December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

WHITE SUGAR

March 183.75 183.60

April 183.75 183.60

May 183.75 183.60

June 183.75 183.60

July 183.75 183.60

August 183.75 183.60

September 183.75 183.60

October 183.75 183.60

November 183.75 183.60

December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

Today's Closing

Previous Closing

2 per cent

Cocoa

March 1722 1778

May 1795 1793

July 1795 1793

September 1823 1821

November 1809 1805

January 1888 1881

March 1928 1905

ARABICA COFFEE

August UNQ UNQ

October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

March 1441 1410

May 1397 1385

July 1323 1285

September 1303 1286

November 1163 1161

January 1130 1127

March 1110 1109

GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

May 62.40 62.35

June 62.40 62.35

July 62.40 62.35

August 62.40 62.35

September 62.40 62.35

October 62.40 62.35

November 62.40 62.35

December 62.40 62.35

January 62.40 62.35

February 62.40 62.35

RAW SUGAR

March 183.75 183.60

April 183.75 183.60

May 183.75 183.60

June 183.75 183.60

July 183.75 183.60

August 183.75 183.60

September 183.75 183.60

October 183.75 183.60

November 183.75 183.60

December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

WHITE SUGAR

March 183.75 183.60

April 183.75 183.60

May 183.75 183.60

June 183.75 183.60

July 183.75 183.60

August 183.75 183.60

September 183.75 183.60

October 183.75 183.60

November 183.75 183.60

December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

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Previous Closing

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March 1722 1778

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ARABICA COFFEE

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October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

March 1441 1410

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July 1323 1285

September 1303 1286

November 1163 1161

January 1130 1127

March 1110 1109

GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

May 62.40 62.35

June 62.40 62.35

July 62.40 62.35

August 62.40 62.35

September 62.40 62.35

October 62.40 62.35

November 62.40 62.35

December 62.40 62.35

January 62.40 62.35

February 62.40 62.35

RAW SUGAR

March 183.75 183.60

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October 183.75 183.60

November 183.75 183.60

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February 183.75 183.60

WHITE SUGAR

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December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

Today's Closing

Previous Closing

2 per cent

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March 1722 1778

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November 1809 1805

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ARABICA COFFEE

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October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

March 1441 1410

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July 1323 1285

September 1303 1286

November 1163 1161

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March 1110 1109

GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

May 62.40 62.35

June 62.40 62.35

July 62.40 62.35

August 62.40 62.35

September 62.40 62.35

October 62.40 62.35

November 62.40 62.35

December 62.40 62.35

January 62.40 62.35

February 62.40 62.35

RAW SUGAR

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February 183.75 183.60

WHITE SUGAR

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September 183.75 183.60

October 183.75 183.60

November 183.75 183.60

December 183.75 183.60

January 183.75 183.60

February 183.75 183.60

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

Today's Closing

Previous Closing

2 per cent

Cocoa

March 1722 1778

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October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

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May 1397 1385

July 1323 1285

September 1303 1286

November 1163 1161

January 1130 1127

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GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

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September 62.40 62.35

October 62.40 62.35

November 62.40 62.35

December 62.40 62.35

January 62.40 62.35

February 62.40 62.35

RAW SUGAR

March 183.75 183.60

April 183.75 183.60

May 183.75 183.60

June 183.75 183.60

July 183.75 183.60

August 183.75 183.60

September 183.75 183.60

October 183.75 183.60

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February 183.75 183.60

WHITE SUGAR

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June 183.75 183.60

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February 183.75 183.60

مؤشر السلع والمعادن

مؤشر الستانداتل

February 8

Today's Closing

Previous Closing

2 per cent

Cocoa

March 1722 1778

May 1795 1793

July 1795 1793

September 1823 1821

November 1809 1805

January 1888 1881

March 1928 1905

ARABICA COFFEE

August UNQ UNQ

October UNQ UNQ

December UNQ UNQ

February UNQ UNQ

April UNQ UNQ

Ord. Ind. UNQ UNQ

June UNQ UNQ

August UNQ UNQ

ROBUSTA COFFEE

March 1441 1410

May 1397 1385

July 1323 1285

September 1303 1286

November 1163 1161

January 1130 1127

March 1110 1109

GRAINS

Wheat

Barley

Yesterday's Closing

Yesterday's Closing

2 per cent long ton

March 92.88 92.88

May 90.80 90.80

July 90.80 90.80

September 90.80 90.80

November 90.80 90.80

January 90.80 90.80

March 90.80 90.80

RUBBER

Latex

Peat

Per ton

March 62.40 62.35

April 62.40 62.35

May 62.40 62.35

June 62.40 62.35

July 62.40 62.35

August 62.40 62.35

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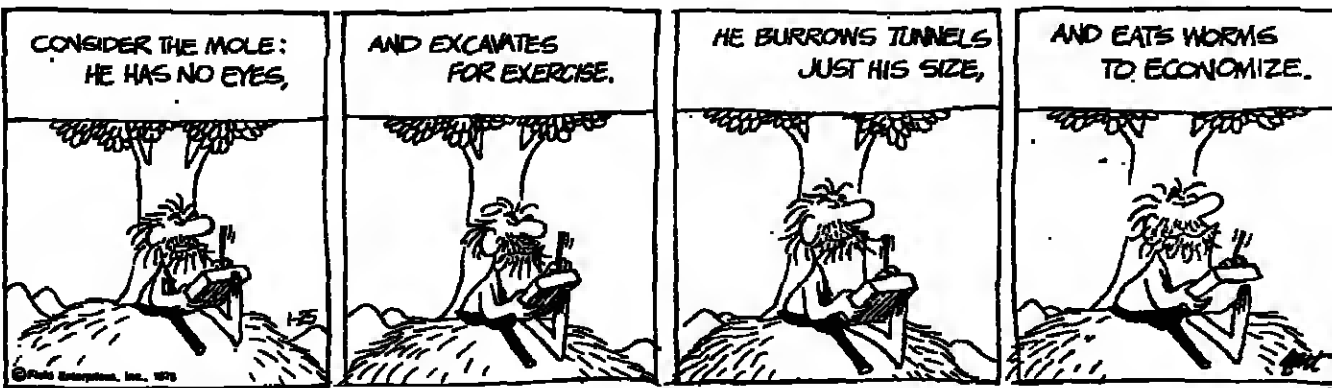
Yesterday's Closing

2 per cent long ton

<



B.C.



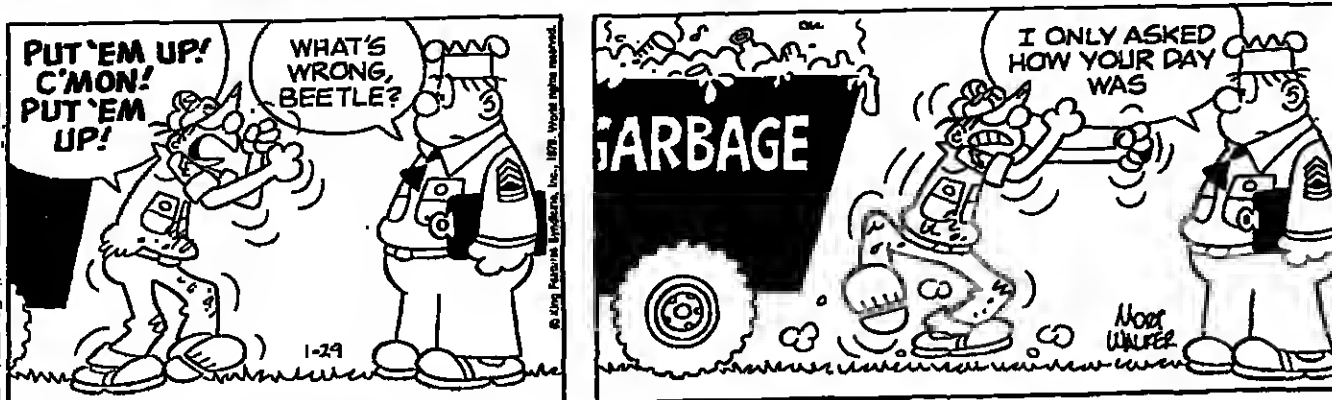
SMALL SOCIETY



BLONDIE



BEETLE BAILEY



HAGAR



WIZARD



## Dennis the Menace



## CROSSWORD PUZZLE

## Crossword

by THOMAS JOSEPH

- ACROSS
- 1 Surf
  - 2 Impudent
  - 3 Elsewhere
  - 4 Foregoing
  - 5 1940's
  - 6 Star
  - 7 Cling
  - 8 Barely
  - 9 Make out
  - 10 Parrot
  - 11 Party po
  - 12 Ramble
  - 13 Soprano
  - 14 Testam
  - 15 Leading
  - 16 Divulge
  - 17 Part of
  - 18 Arab
  - 19 Stately
  - 20 dance
  - 21 Request
  - 22 recipient
  - 23 Jewish
  - 24 month
  - 25 Suffix
  - 26 with thick
  - 27 Baseball's
  - 28 La Flor
  - 29 Famous
  - 30 scrolls
  - 31 Tote
  - 32 attraction
  - 33 Gaelic John
  - 34 Knock
  - 35 Rang up
  - 36 Medice
  - 37 Hire
  - 38 Unusual
  - 39 person
  - 40 Manage
- DOWN
- 1 City in Oregon
  - 2 Arouse
  - 3 - of
  - 4 (profit by)
  - 5 Orb
  - 6 Bellowed
  - 7 Airport
  - 8 device
  - 9 Belgian
  - 10 comm
  - 11 Footrest
  - 12 of sorts
  - 13 Worshipl
  - 14 Bewild
  - 15 call
  - 16 Heavy
  - 17 23's man
  - 18 Approx
  - 19 Old swim
  - 20 ming hole
  - 21 Public show
  - 22 on ship
  - 23 Worshipl
  - 24 Bewild
  - 25 call
  - 26 Heavy
  - 27 23's man



Saturday's Answer

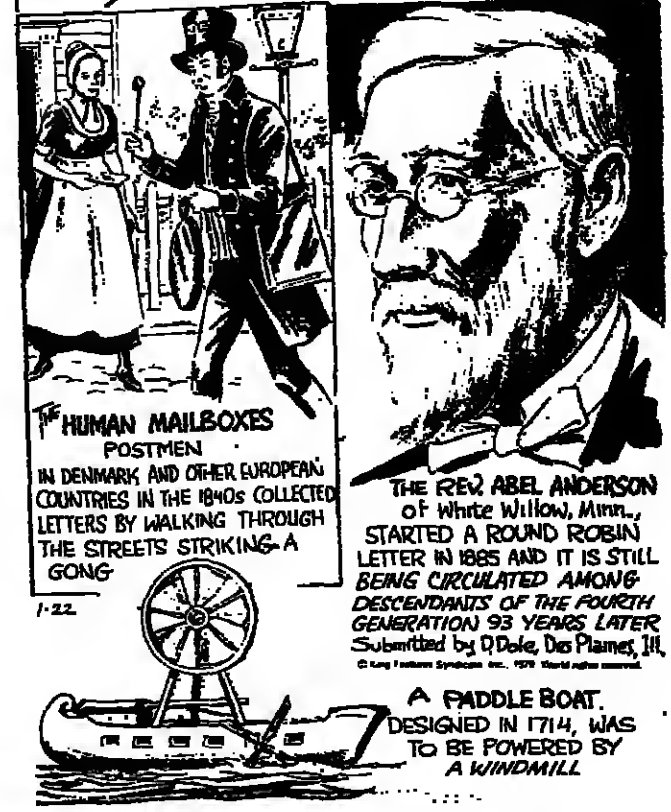
DAILY CRYPTOQUOTE - Here's how to work it:  
A X Y D L A A X R  
L O N G F E L L O W

One letter simply stands for another. In this sample A is used for the three L's, X for the two O's, etc. Single letters, apostrophes, the length and formation of the words are all hints. Each day the code letters are different.

## CRYPTOQUOTES

G K E M G R V M G Q B M Y R P M I K G M;  
P S G F A M Z G A M G R V M H Q I  
K U G R Q Z K I R C M J, J G Q T  
G A R Z E R W K Z B W Q R Z. -  
K Z B I M F N K U E J Q Z  
Saturday's Cryptogram: LIFE'S GREATEST ACHIEVEMENT IS THE CONTINUAL REMAKING OF YOURSELF SO THAT AT LAST YOU KNOW HOW TO LIVE. - WINFRED RHODES

## Believe It or Not!



## Contract Bridge B. Jay Becker

## A Sophisticated Play

South dealer. Both sides vulnerable.

NORTH  
♠ A Q 5  
♥ K J 8 2  
♦ 6 4 3  
♣ K 8 2

EAST  
♠ 10 7 4 2  
♥ Q 3  
♦ 9 7 5 2  
♣ J 5

SOUTH  
♠ K J 6  
♥ 10 5  
♦ A Q 10  
♣ A 7 6 4

The bidding:  
South West North East  
1♠ Pass 1♥ Pass  
1NT Pass 3NT Pass

Opening lead - five of diamonds.

This deal occurred in a team of four matches. At the first table, South got to three notrump and West led a diamond, declarer winning East's Jack with the queen. Declarer could see seven winners and needed two more for his contract. His best source for additional tricks was in the heart suit, so he led the ten and let it ride. West followed low, but he tried to prevent this from happening.

Had West held the queen, South would have made the contract; in fact, he would have made an overtrick. But East took the ten with the queen and returned a heart. West's diamonds.

Declarer led another heart, West playing low again, but South - having already located the queen - went up with the king, forcing East's queen. Another heart led forced out the ace and South made four notrump.

Despite the unusual nature of the second declarer's method of play, it had an extremely sound foundation. South didn't mind losing a trick to the queen if West had it, since West would be unable to make a damaging return. Declarer's only real concern at the start was that East might win the first round of hearts with the queen and return a diamond through the ten, but he tried to prevent this from happening.

In effect, South assumed that East had the queen. There was an excellent chance, if this was the case, that East would play it if the first heart lead came from dummy.

## What are the gnomes upto in Zurich

Get your international financial news in Ashraf Al-Awsat - the international newspaper of the Arabs published daily from London and distributed worldwide. Available with your newspaper and at your nearest newsstand daily.

السوق والبنوك  
The Market and the Banks

## ARAB NEWS CALENDAR

## PRAYER TIMES

SATURDAY	Fajr	Ishraq	Dhuhr	Asr	Maghreb	Isha
Mecca	5:39	6:58	12:42	3:57	6:18	7:48
Medina	5:44	7:02	12:43	3:56	6:16	7:46
Nejd	5:10	6:31	12:09	3:22	5:43	7:13

## DHAHRAN TV

4:30 Children's Show	Sesame St. No. 1074
6:30 Documentary	Hong Kong Horizons
6:58 Safety Film	Mike The Bike
7:20 Emergency	Above & Beyond Nearly
8:07 All You Need Is Love	Episode No. 13
8:57 Maude	Walters Pride
9:22 Barnaby Jones	The Scapgoat

## WEATHER

Clouds of various heights will cover most of Saudi Arabia, especially the northwestern and southwestern areas and parts of the central province causing rainstorms.

Winds blow in various directions at moderate speed.

Sea conditions in territorial waters will be calm to moderate.

Friday's temperatures (maximum, minimum in centigrade)

Mecca	29	22	Hail	19	06
Jeddah	31	18	Tabuk	19	07
Riyadh	27	15	Bisha	27	13
Dhahran	27	15	Yanbu	27	15
Medina	26	13	K. Meshait	22	10
Taiif	25	10	Abha	20	09

## SAUDI RADIO

Afternoon Transmission	Evening Transmission
1:00 Opening	10:00 Opening
1:01 The Holy Quran	10:01 The Holy Quran
1:05 Gems of Guidance	10:05 Message to the Faithful
1:10 S.A. - A Daily Chronicle	10:10 Light Music
1:15 S.A. Historical Notes	10:15 NEWS
1:30 Off the Record	10:25 S.A. - A Daily Chronicle
2:00 Your Choice	10:30 Music Worldwide
2:30 On Islam	11:00 Champions of Solidarity
2:40 Islam the Divine Truth	11:10 Press Review
2:55 Music	11:15 The Sixties
3:00 NEWS	11:45 The World of Guitar
3:10 Press Review	12:00 Islamic Contributions
3:15 Music	12:15 The Songwriters
3:20 My Music	12:45 A Rendezvous with Dreams
3:30 Close Down	12:59 Close Down

## VOA

P.M.	10:05 Opinion: Analyses
8:00 News Roundup: Reports: Actualities: Opinion: Analyses	News Summary
8:30 Deteline	10:30 VOA Magazine: America; Science; Cultural; Lever
9:00 Special English: News; Feature: The Making of a Nation	11:00 Special English: News
9:30 News Summary	11:30 Music USA: (Jazz)
10:00 News Roundup: Reports: Actualities	VOA WORLD REPORT
	12:00 News newsmakers' voices correspondents reports background features media comments news analyses.

## BBC

Morning Transmission	4:30 The Pleasure's Yours
8:00 World News	5:15 Report on Religion
8:09 *Twenty-Four Hours News Summary	6:00 Radio Newsweek
8:30 *Sarah Ward	6:15 *Outlook
8:45 World Today	7:00 World News
9:00 Newsdesk	7:05 *Commentary
9:30 Opera Star	7:15 *Sunday Holmes
10:00 World News	7:45 World Today
10:09 Twenty-Four Hours News Summary	8:00 World News
10:30 *Sarah Ward	8:09 *Books and Writers
10:45 *Something to Show You	8:30 *Take One
11:00 World News	8:45 Sports Round-up
11:09 Reflections	9:00 World News
11:15 Piano Style	9:09 News about Britain
11:30 Brain of Britain 1978	9:15 Radio Newsweek
12:00 World News	9:30 Fanning World
12:09 British Press Review	10:00 Outlook News Summary
12:15 World Today	10:39 Stock Market Report
12:30 Financial News	10:45 Look Ahead
12:40 Look Ahead	10:45 Uster in Focus
12:45 The Tony Myatt Request Show	11:00 World News
1:15 Uster in Focus	11:09 Twenty-Four Hours: News Summary
1:30 Discovery	11:30 The Pleasure's Yours
2:00 World News	12:15 Talkabout
2:09 News about Britain	12:45 Nature
2:15 Alphabet of Musical Curios	Notebook
2:30 Sports International	1:00 World News
2:40 Radio Newsweek	1:09 World Today
3:15 Promenade Concert	1:25 Financial News
3:45 Sports Round-up	1:35 Book Choice
4:00 World News	1:40 Reflections
4:09 Twenty-Four Hours: News Summary	1:45 Sports Round-up
	2:00 World News
	2:09 Commentary
	2:15 The Face of England

## Your Individual Horoscope

Francis Drake

FOR SATURDAY FEBRUARY 10, 1979

What kind of day will tomorrow be? To find out what the stars say, read the forecast given for your birth sign.

ARIES (Mar. 21 to Apr. 19) ♈

Don't try to do too much of a good thing. The information you receive will prove unreliable. Time passes quickly with a casual approach.

Taurus (Apr. 20 to May 20) ♉

Visitors from afar may make you feel uncomfortable at home. Be considerate despite awkward manners, and do your best to be a good host.

Gemini (May 21 to June 20) ♊

A close one may have difficulty figuring you out. Don't just stand there and watch them suffer. Why not let them in on your secret?

Cancer (June 21 to July 21) ♋

Your own financial picture looks bright, but others are somewhat erratic in business. Steadfast during heavy seas or health remedies.

Leo (July 22 to Aug. 22) ♌

You have every right to think positively about a romantic situation, but don't let your imagination go overboard or you'll feel let down.

Virgo (Aug. 23 to Sept. 22) ♍

An early morning health upset may cause a change of

plans, but behind the scenes negotiations or domestic plans should bring pleasure.

Libra (Sept. 23 to Oct. 23) ♎

Variety in the style of life, but your tendency to spread yourself thin today leaves you with nothing to write home about.

Scorpio (Oct. 24 to Nov. 21) ♏

Guard against unrealistic expectations or a financial venture. Your businesslike approach with a superior brings moderate results.

Sagittarius (Nov. 22 to Dec. 21) ♐

Not all the pieces of the puzzle fit today. What you do in one area to improve your interests, may upset the delicate balance in another area.

Capricorn (Dec. 22 to Jan. 19) ♑

Count your blessings financially, but hold on to the cash. Not the best time to deplete your savings in order to replenish your wardrobe.

Aquarius (Jan. 20 to Feb. 18) ♒

A loved one may be nursing hurt feelings in private and this affects your relationship. Be supportive if you get the chance.

Pisces (Feb. 19 to Mar. 20) ♓

It's not enough to feel good about your potential. You'll have to translate those positive feelings into action. Don't expect immediate results.

السوق والبنوك



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## Leyland bitterness grows as U.K. strikes continue

LONDON, Feb. 9 (R) — Strikers built barbed wire barricades outside ailing British Leyland's biggest car plant Friday as the corporation's 100,000 workers grew increasingly divided.

While the barricades were being erected at the Longbridge plant, Birmingham, production men at four other Leyland factories defied trade union militants by voting against strike action.

In Parliament Industry Secretary Eric Varley warned the workers in Britain's latest industrial trouble-spot the government would not pump more money into state-owned Leyland.

to finance a long strike. "British Leyland cannot sustain a long strike, nor can the government sustain a long strike on the basis of providing further public funds," he said.

Industrial unrest rumbled on elsewhere in Britain with unions stepping up strike action against the already stretched National Health Service.

In London private contractors were called in to move some of the sinking rubbish which has piled up because of a garbage collectors' strike.

There was some other good news. Water workers appeared closer to clinching a wages settlement and despite Thursday's

big increase in lending rates, building societies decided against an early rise in home loan rates.

Pickets at Longbridge lined up noisily behind their barricades to stop vehicles trying to enter the plant, which turns out the famous Mini car and employs 19,000 workers.

And Prime Minister James Callaghan has been challenged to leave 10 Downing St. for a week and take over the duties of a hospital porter, stocking boilers and washing dirty linen.

If he thinks the job is well paid at \$96 a week hospital workers in his Welsh electoral district at Cardiff say they'll call off their strike.

"If at the end of that week he still felt that 8.8 per cent was a reasonable offer, we would review our position," said union officer Derek Gregory, whose public service workers union seeks a basic wage of \$120 a week for its 1.5 million members up and down the country. That is a 42 per cent increase on their current base rate of \$84.

The Labor government has offered them a maximum 8.8 per cent in a bid to hold down inflation.

The result is a series of strikes and go-slows involving not only hospital workers but ambulance drivers, gravediggers, school custodians and cooks, garbage men and city laborers.

The attack was at first blamed on guerrillas by the wife, Mrs. Joyce McLoughlin, who narrowly escaped injury.

"She obviously thought they were terrorists because they looked like them," said a military official. "But they were plain, honest-to-goodness bandits—pseudo terrorists."

Police said officers at the mountain lodge found a discarded wooden replica of a Soviet-made AK assault rifle—a type favored by guerrillas—and a pineapple painted green to look like a grenade.

Uganda launches cleanup of Kampala 'subversives'

NAIROBI, Feb. 9 (R) — Ugandan authorities have been cracking down on what the official radio calls subversive elements in and around the capital.

The crackdown follows widespread acts of sabotage last weekend which cut off power supplies and plunged parts of Kampala into darkness for several days.

Uganda radio, monitored in Nairobi, said security forces carried out a major operation to check on the subversive elements early Friday morning.

Brig. Isaac Malyamungu, whose title is general staff officer-one, was quoted by the radio as saying the aim of the operation was to remove wrong elements from within Ugandan society.

The brigadier, a close advisor to President Idi Amin, said the operation was a success and had now ended.

But in Arusha, Tanzania, exile sources said Friday Ugandans fighting to overthrow Amin have 1,500 guerrillas in the country, and are helped by high-ranking members of the armed forces.

These officers provide valuable information and help in providing arms for the dissidents, according to the sources, who are close to members of the dissident group calling itself the Save Uganda Movement.

The SUM, which claimed responsibility for bomb explosions in Kampala last week, is planning new activity including assassination of members of the Amin regime, the sources said.

Two Arabian Peninsula oil fields found

ABU DHABI, Feb. 9 (SPA) — A new oil field which can produce more than 5,500 barrels a day was discovered eight kilometers north of Dalma Island, in the western part of the coastal region of Abu Dhabi, according to official sources.

And two small fields were discovered in Dhofar, in the south of Oman, a well informed source said Thursday in Muscat.



EAST MEETS WEST Soviet national coach Viktor Tikhonov talks to his team before meeting the National Hockey League All-Stars at Madison Square Garden Thursday night, the first of a three-game series. The Soviets lost 4-2. (AP wirephoto)

## Dazzling Keegan carries England past N. Ireland

LONDON, Feb. 9 (R) — England, inspired by the effervescent skills of Kevin Keegan, crushed a bewildered Northern Ireland 4-0 in its European Championship Group one qualifying soccer match here at Wembley Thursday night.

Keegan, European footballer of the year, headed England into a 1-0 half-time lead and then inspired a three-goal blitz in 18 minutes after the interval.

England's commanding victory swept it to the top of the group which also includes Denmark, Bulgaria, and the Irish Republic.

Reaching the final stages in 1980, where it would be joined by hosts Italy and six other qualifiers, looks virtually assured — as long as Keegan stays fit and in such breath-taking form.

Northern Ireland was taken apart with clinical precision. Manager Ron Greenwood has built his new England team with an emphasis firmly on attack and Keegan, a revelation since his transfer from Liverpool to West German SV Hamburg two years ago, is the man to transform Greenwood's ideas into reality.

Meanwhile, England's neighbors, Scotland, was frustrated by the Arctic weather which has hit much of Britain. A scheduled Group Two match

against Belgium in Glasgow was called off because of the frozen pitch.

At Wembley in the early stages both defenses looked jittery but it was England which achieved the vital breakthrough in the 23rd minute.

Manchester United winger Steve Coppell snuffed down the right before arrowing over a left foot cross which the tiny Keegan rose to nod perfectly past the stranded Pat Jennings, making his 75th appearance for the Irish.

But it was not a happy night for the Arsenal goalkeeper, who had been made captain by manager Danny Blanchflower. Jennings was beaten again a minute after halftime when Everton striker Bob Latchford finished off a thrilling move which split the Irish defense completely.

Peter Barnes sped along the left before releasing the ball to Keegan, whose looping cross deceived Jennings and left Latchford the easy task of nodding home by the far post.

Three minutes later England had the game sewn up. Midfield man Trevor Brooking, who has combined superbly with Keegan throughout the match, floated over a corner, and a big center-half Dave Watson of Manchester City was left completely clear to head firmly into the back of the net.

AP wirephoto

## Montreal's Lafleur sets it up for NHL Stars to ruin Soviets

NEW YORK, Feb. 9 (AP) — Montreal's Guy Lafleur scored a goal and set up another in a three-goal first period that carried the hastily gathered National Hockey League All-Stars to a 4-2 triumph over the Soviet Nationals in the opener of the challenge cup series Thursday night.

The NHL Stars, who first practiced together three days ago and still have not reached their full complement, dismantled the Soviets' precision passing attack that was thought such a threat.

Determined from the outset, aggressive to the finish, the NHL Stars also got a goal and help from Mike Bossy of the New York Islanders to claim the first two points of the three-game series.

The international encounter continues with games Saturday afternoon and Sunday night, all at Madison Square Garden.

By the time the Soviets mustered any attack, they were trailing. Lafleur connected with a sharply angled 10-foot shot just 16 seconds after the opening faceoff, capping the play with two takes that dropped Soviet goalie Vladislav Tretiak to the ice after Lafleur accepted a perfect pass from Philadelphia's Bobby Clarke.

And on a power play 5:06 later, Lafleur fed Buffalo's Gil Perreault. The Sabres' center did the work, beating defense men Zinela Bilyaletdinov and Vasil Pervukhin before finding Boley for a five-foot tapin.

Montreal goalie Ken Dryden, meanwhile, awaited the Soviets' first shot. After 9:43 had been played, Helmut Balderis took it from 30 feet.

At 11:25 Dryden kicked out

a Valeri Vasilyev directly in front. But Boris Mikhailov — at 34 the oldest player on the Soviet roster — swept a 10-foot shot into the vacant corner behind Dryden's left ankle on the rebound.

But Montreal left wing Bob Gainey made it 3-1 at 15:48, sweeping down his off-wing, breezing past Soviet defensemen Sergei Starikov and lofting a rising 20 footer over Tretiak's left shoulder.

Forest's million pounds finally dislodges Francis

NOTTINGHAM, England, Feb. 9 (R) — Trevor Francis, Birmingham City's England striker, Friday became Britain's first one million sterling footballer when he signed for English League champions Nottingham Forest.

Francis, 24, had long been talked with Forest manager Brian Clough and his assistant Peter Taylor Thursday and, after a night to think over the offer, plumped for a move to Nottingham Friday morning.

The fee is believed to be 975,000 sterling (\$1,950,000), but value added tax and a levy for the Football League Provident Fund takes the deal well over the one million sterling mark.

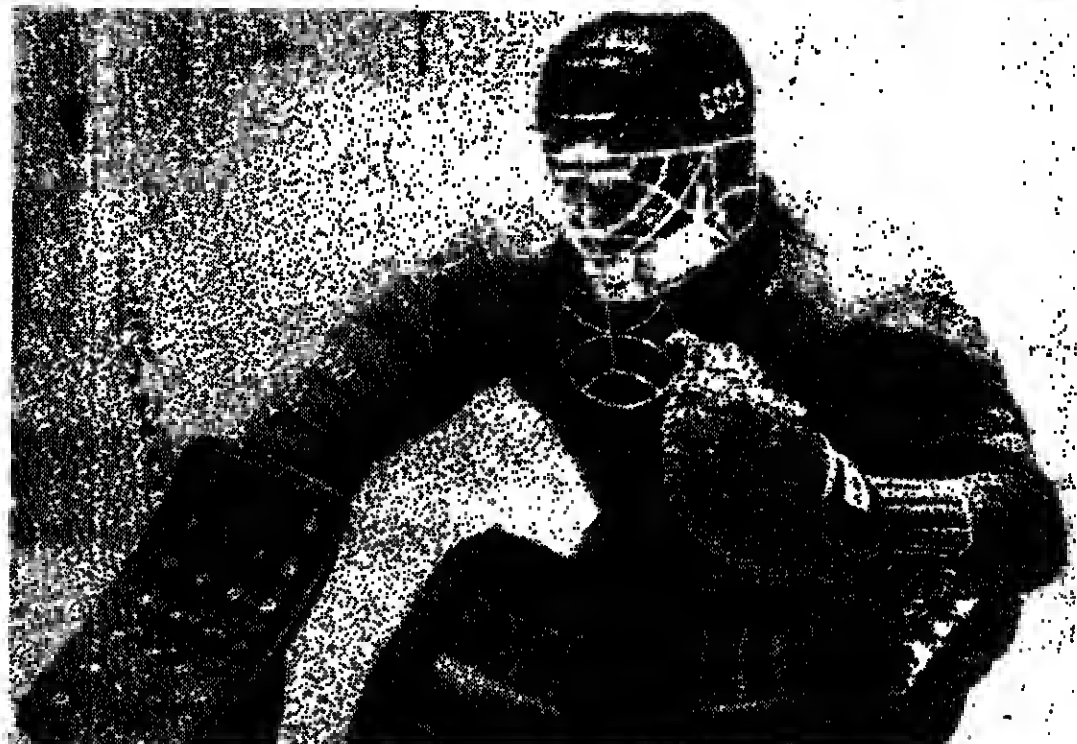
Francis has been with struggling Birmingham for nine years, joining the club at the age of 16.

Since then his pedigree has attracted the interest of many clubs. But Birmingham managed to hold on to their valuable asset until the size of the offer this season became too tempting.

Covey City was the other club fancied to land Francis' signature. But their 900,000 sterling (\$1,800,000) offer fell short of Birmingham's valuation.

It is understood that Clough may have made a vital concession during his bid to clinch the deal.

Francis spent the last British close season playing for Detroit Express in the North American Soccer League and it is believed that Clough has given him permission to play for Detroit again this year.



MADISON SQUARE GARDEN: Soviet goalie Vladislav Tretiak uses an extension of his face mask to protect his throat from flying pucks as he practices with his team Monday for the All-Stars game. After the North American victory Thursday, there are two games in which Tretiak can help average the four goals that went past him. AP wirephoto

## Tel Aviv panel said hawkish on autonomy

TEL AVIV, Feb. 9 (AP) — A government committee studying future Palestinian autonomy in Israeli-occupied territories is recommending that Israel continue Jewish settlement, retain responsibility for internal security and grant only limited power to Palestinians, Israel radio reported Friday.

Israel's army would be "the source of authority for the autonomy," the unattributed radio report said.

There was no official confirmation, but the contents indicated Israel will take a tough position at the outset of autonomy negotiations that will follow the signing of any peace treaty with Egypt.

The recommendations by the Committee of directors general from various ministries must be considered by the cabinet. A spokesman for Prime Minister Begin said the ministers have not yet scheduled a discussion on the proposals.

The Camp David agreements stipulated Palestinian self-governing administration in the occupied West Bank and Gaza Strip to be negotiated by Israel, Egypt, Jordan and residents. The arrangement would continue for a five-year transitional period pending negotiations on the "final status" of the areas.

Black aides to the Transition Government reported in March that part of the deal was a halt to executions of guerrillas.

In parliament Friday, Justice Co-Minister John Zindoga denied any pledge had been made to stop hangings.

But he refused to confirm whether eight black civilians, convicted under martial law of unspecified crimes, had been or were about to be hanged.

Citing past policy of not disclosing details of executions, the minister said in answer to a black member's question about executions: "We will not tolerate bandits and terrorist activity which can and does result in the death of innocent men, women and children."

The death penalty, he asserted, was a deterrent that could only prove effective if applied.

He said the government had to correct impressions that hangings had halted.

"The agreement of March 3 was not intended to end and does not protect criminals and especially terrorists from the consequences of their criminal conduct," he said.

Two black civilians convicted of recruiting or helping black guerrillas were hanged in the last three weeks, according to church sources and relatives of the victims.

Two other black civilians, convicted by secret military courts under martial law that covers most of the country, were executed in December, prison sources said.

Despite pledge last March

Rhodesia may be hanging guerrillas

SALISBURY, Feb. 9 (AP) — A black minister in Rhodesia's Transition Government Friday indicated for the first time that hangings have still been secretly carried out since the interim government was formed last March.

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**Two Arabian Peninsula oil fields found**  
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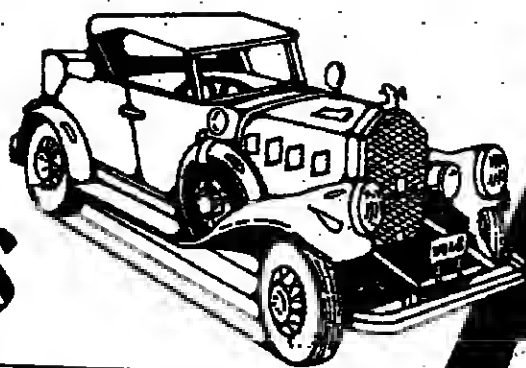
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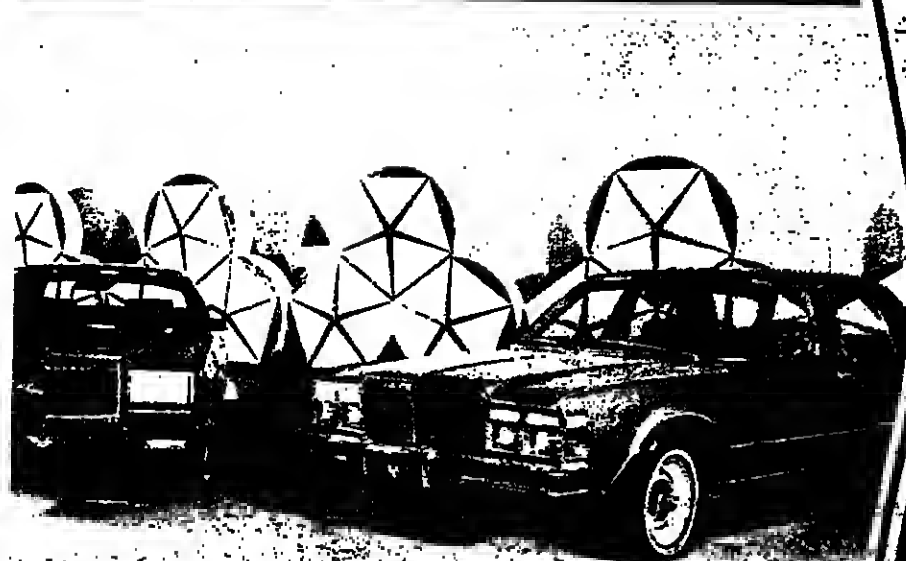
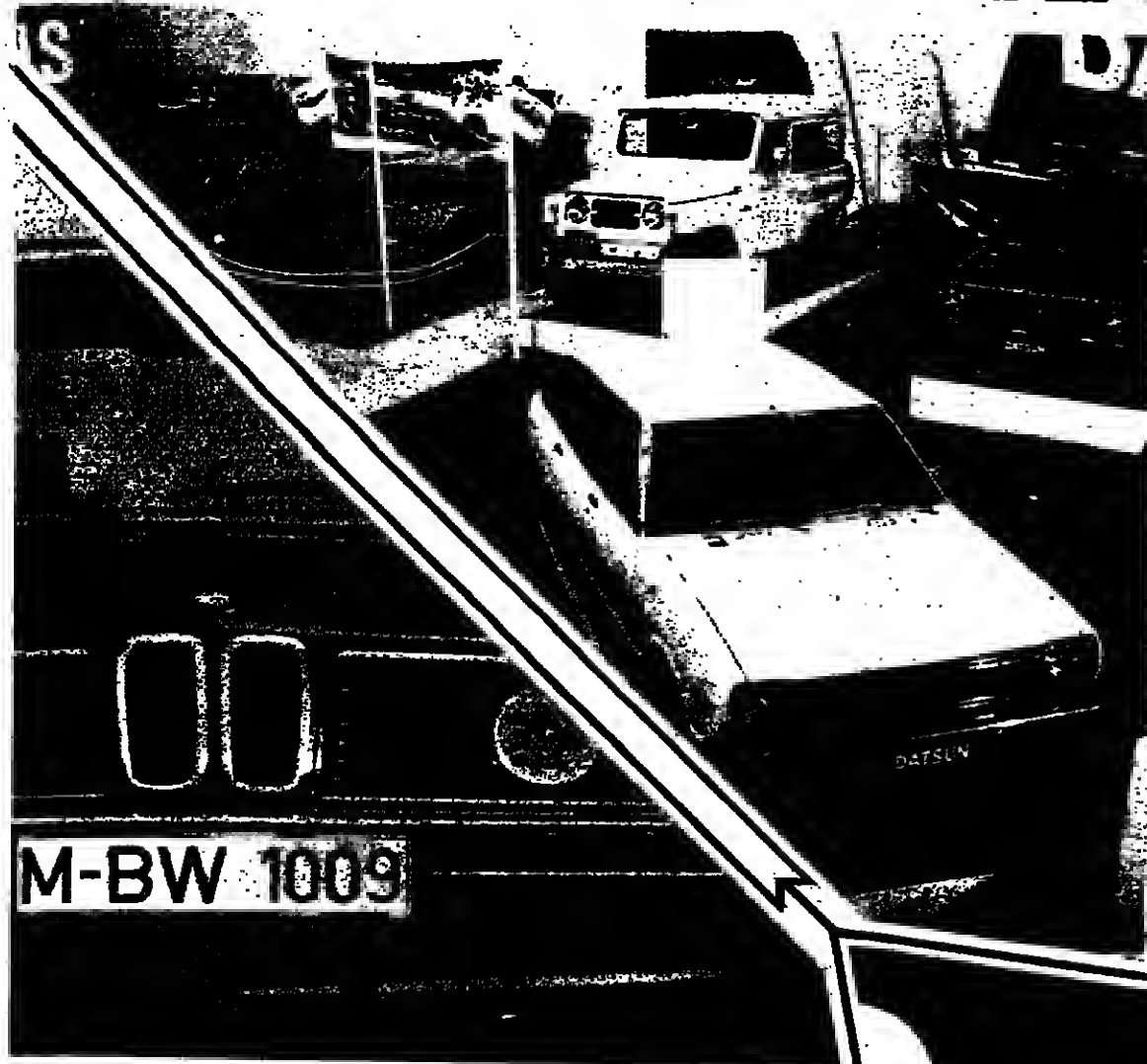


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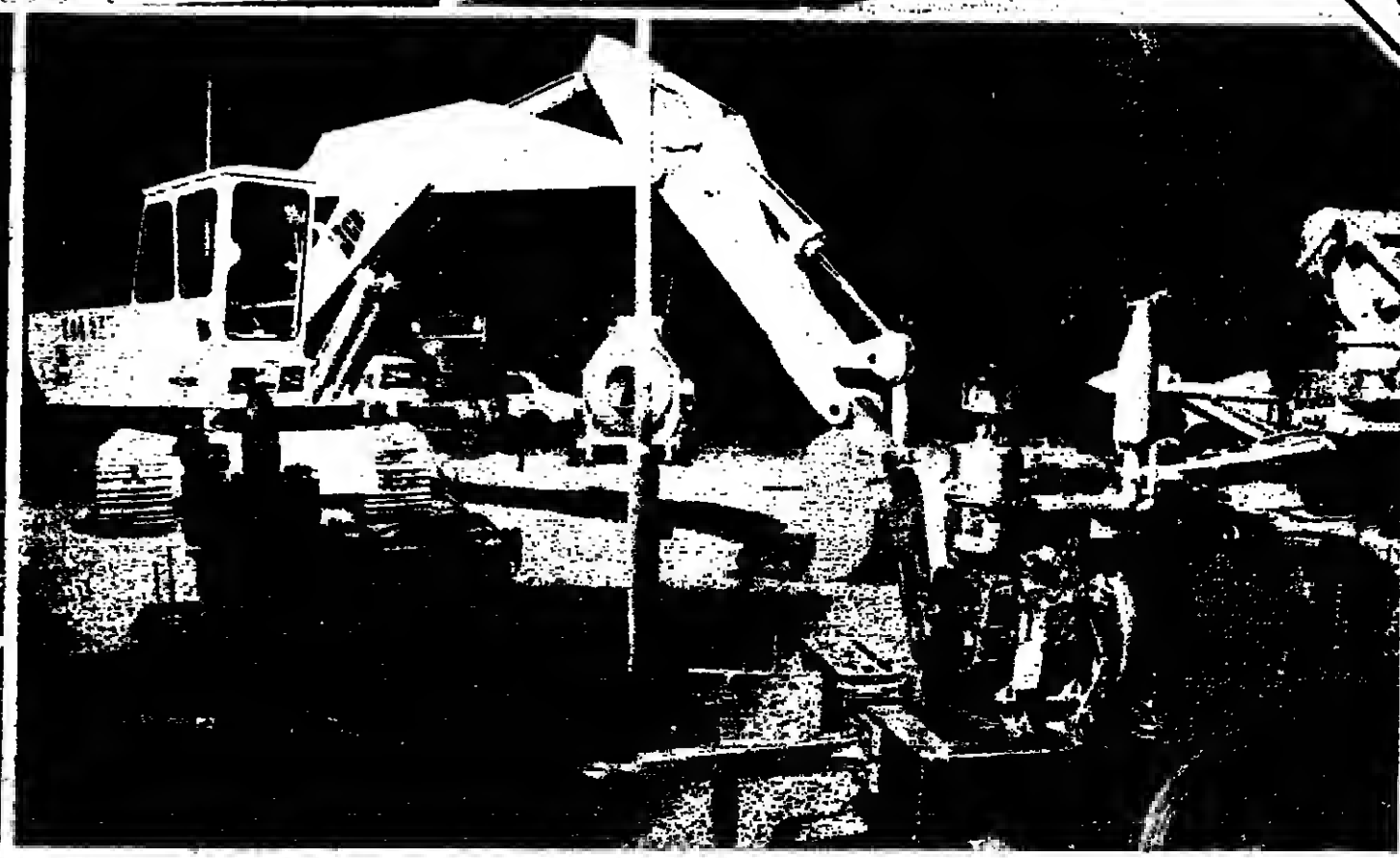
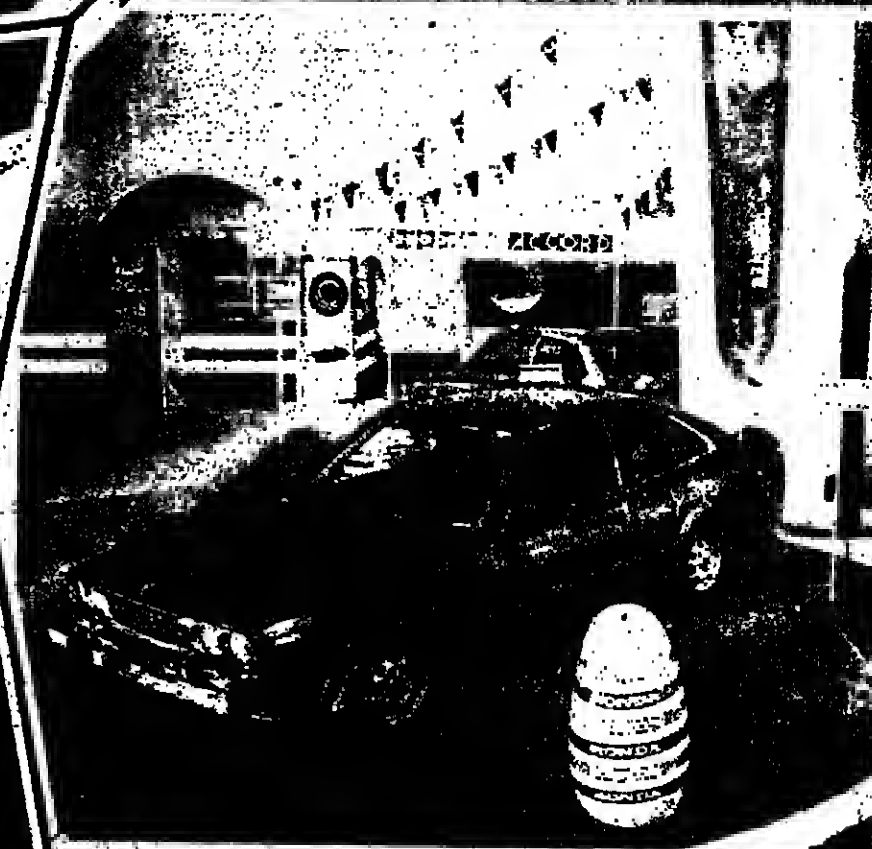


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## Motor Show: Launching 1979 world models

By Elias Haddad

Industrial shows are signs of economic development and social progress.

In a narrower sense "the show" is everywhere. Grocers, tailors, shoemakers and so on, display their goods, not to boast of as much as to introduce the customer to and meet his requirements.

Motor shows are no different, except that they bring in the latest in new technology and at a reasonable price, when one considers the man-hours worked and huge funds spent to produce an item that will win the taste of the client.

Jeddah is increasingly becoming a venue centerpoint for such technological demonstration.

Today, one can walk in, instead of going to London or Paris, to see a motor show which drew more than 30 international companies to display their products at the First Saudi Arabian Motor Show off Palestine Street.

American, European and Japanese 1979 models along with spare parts, oils, buses, trucks and heavy equipment related to the automotive trade go on display for two weeks starting Feb. 8.

The show, organized by Al-Harithy in cooperation with Sport Auto, offers visitors a "surprise" two Formula One cars, the world's racing vehicles, are also on display, sponsored by Saudia, the Kingdom's flag carrier and McLaren.

The organizers, who claim the motor show will attract more than 200,000 visitors, also say that top company executives and racing aces are in Jeddah as a further demonstration of the importance of the event.

For those who want to gather a better impression of the auto industry can see films at the Jeddah Dome at night.

The show, set up on a 50,000 square meters, has a covered area of 4,000 sq.m. and an open display area of 12,000 sq.m. — dimensions that make it meet international standards.

The event, organizers say, "is the most important motor show in the Middle East held in the last four years."

When the first ever motor show was held in Paris in 1898 people were fearful of the new "machine", but sooner they realized its importance — economic and social progress followed — much to the credit of the new invention.

Realizing the importance of the vehicle the Saudi government began to build roads and in less than 15 years the roads built rose from 4,000 to 19,000 kilometers. Similarly the number of cars on the roads rose dramatically.

Two years ago the Saudi investor took a major step towards the auto industry, and the first truck assembly plant was set by Juffali brothers and Mercedes Benz in Jeddah.

Industry sources meanwhile give a rosy future for the Saudi car, considering the country's economic potential, in addition to being the second importer of some Japanese cars after the United States in 1977. Hence the interest of international companies, including General Motors, Nissan, Honda and some European car manufacturers to establish assembly plants in Saudi Arabia.

The role of the Motor Show is then not inconsiderable, for it is the best way of introducing the consumer to a wide and new variety of cars to make his choice.



## Car repair can be fun over weekend

By a Staff Reporter

Perhaps the best advice for motorists in Saudi Arabia is not to exhaust, or abuse their cars — only to save themselves trouble of costly repair and chasing spare parts.

Continuous instructions to private chauffeurs over keeping the car in good working condition will also serve good.

For mechanically-minded people engine tuning or replacement of spares and simple repair can be fun over weekends, and the more the motorist repairs his car the more he learns about engine trouble.

The car manual is a good source of information for maintenance. For those who are not satisfied, specialized books, such as Chiltons and Petersen's, printed in the United States, can prove an indispensable book of the motorist's library.

For a motorist who cannot dispense with a car he uses, one of these books can eventually help him to become his own mechanic and create confidence in his car with lots of money and time saved.

Spare parts and repair are available here though not to the satisfaction of the car owner.

The level of repair is generally poor and expensive, i.e. replacing a set of spark plugs costs up to 40 riyals, fan belt 65 riyals etc. and whose prices are a little less than the labor cost. Also body repair for a few dents costs three or four times more than European standard.

Jeddah shops are full of spare parts but the difficulty is how to find them. Big car dealers have organized accessories shops and the customer is served well. However a certain spare part may not be available, and the customer has to go to smaller shops who might not be interested in selling a low-priced item. The customer then has to approach him at an opportune moment when the dealer is not heckled by others.

Generally, car importers carry their own spares or appoint agents who stock spare parts for them. As new models come in and older ranges are dropped, the spare parts of the older ranges find their way into the hands of scores of spare part dealers, whose shops are clustered round the Bab-Mecca area — to the right of the Meridien Hotel in Jeddah.

There, one can buy spares for anything that travels on wheels. An alternative source of spare parts is to be had from crashed new cars. Jeddah has two major junkyards. The biggest, where hundreds of crashed cars are stacked, is at Kilo 11, on the new Jeddah-Mecca road.

It is known as al Nahdi and the cars there are in varying stages of decomposition and cannibalization. Volkswagens and small Japanese cars balance on top of American cars, and crashed, dented and bent yellow taxicabs dot the large sandy yard.

Al Nahdi, also the name of the owner of the junkyard, is a tough dealer whose prices are little less or equal to new spares. He knows that the customer has come to him after the former had exhausted himself in Bab Mecca chasing a particular item.

Al Nahdi has good memory for items where can be found despite the large number of cars, and he directs his men to any corner of the hillside junkyard to dismantle a particular spare part. Sometimes he asks the customer to do that and who should have his own mechanics tools to remove the item.

Al Nahdi acquires the crashed cars from municipal or government auctions and from people who give up their old or crashed cars.

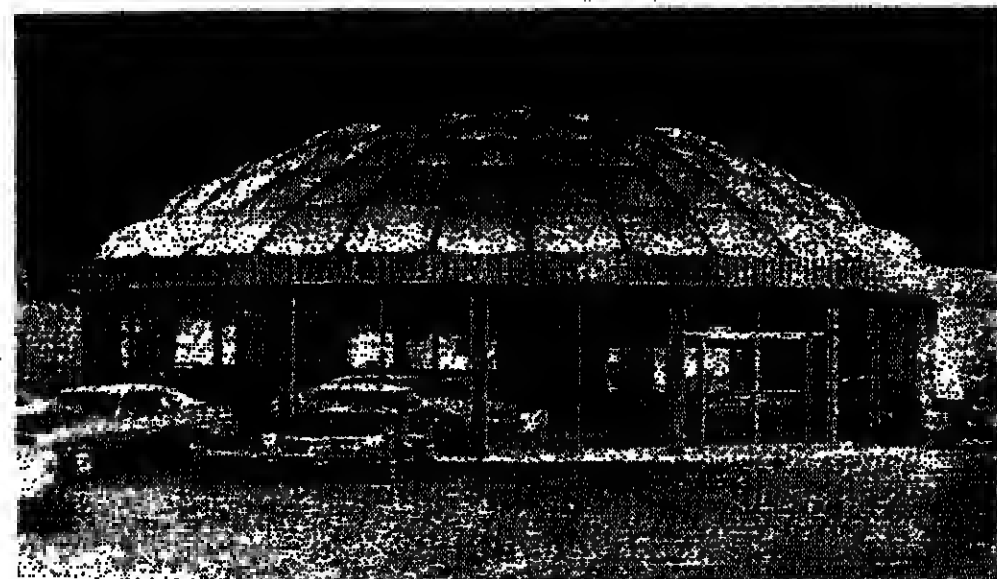
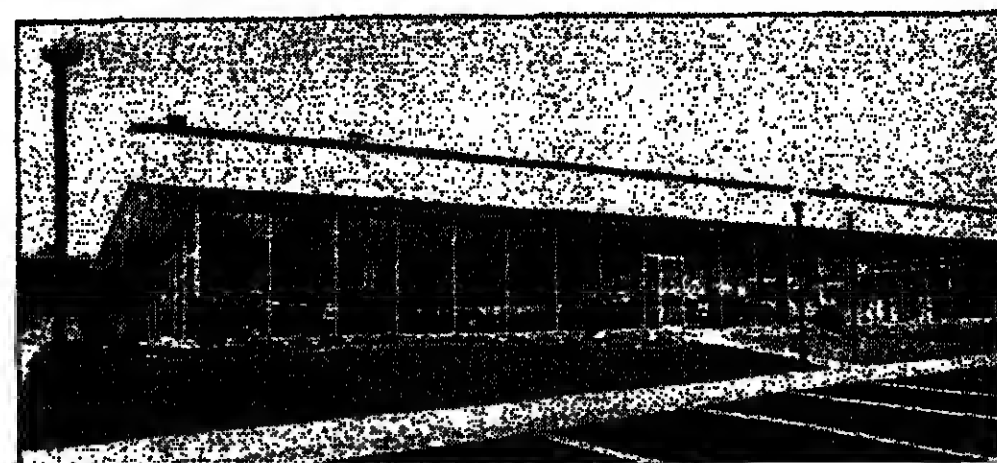
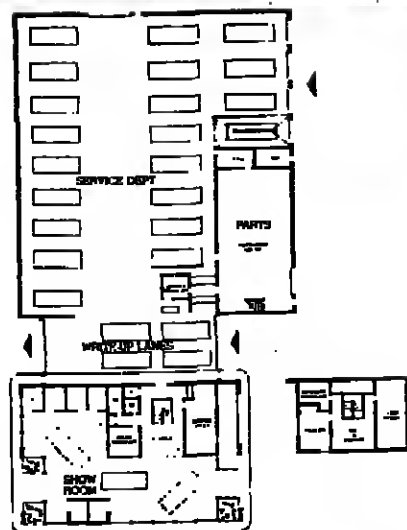
The other junkyard is at the western end of Macaruni Road. Though smaller in size it is frequented by customers far being closer to the city than Al Nahdi.

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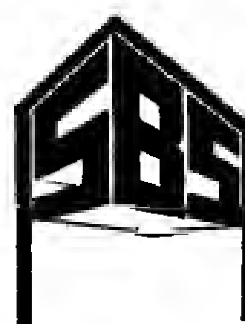
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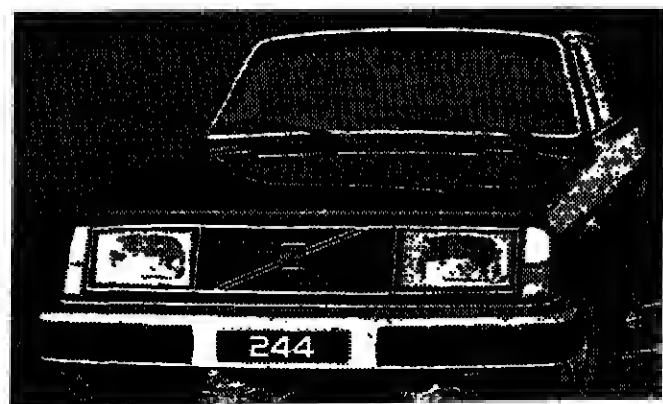
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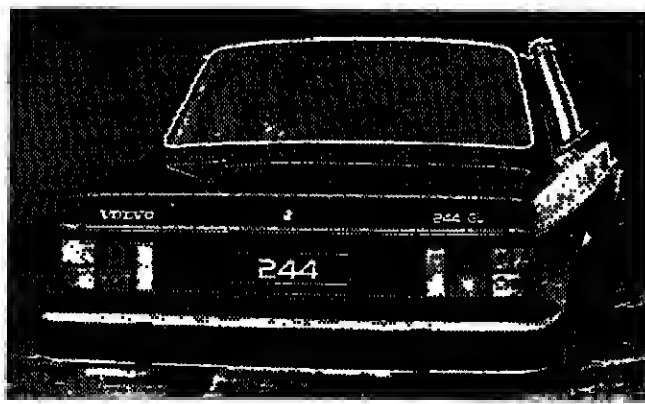
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## Car auction is a permanent 'local show'

By a Staff Reporter

The "Haraj", or auction is where one can choose, buy and register officially a used car in about half an hour.

Starting from Mecca Road, Kilo One, the auction places are recognizable by fluorescent illumination and crowds of taxi drivers leaning on their mini-cabs in the early hours of the evening auction.

The process in an old Arab tradition for selling-buying live stock and other goods.

Before the vehicle was introduced into Saudi Arabia there was the camel auctioning, though it is still practised in villages, the car has taken over the camel in towns and cities, and the process is thriving.

The auction place is the meeting point of two sides, the car seller after a good price — the car buyer after a good bargain.

Every place has an auctioneer at a time who acts as a go-between, beckoning the crowds to buy, beckoning the owner to sell even below the prearranged reserve price.

As excitement mounts and the final bid is accepted, the auctioneer then proceeds to heckle both parties, seller and purchaser, to get the deal finished on paper before either changes his mind so that he

loses his commission.

The car seller and purchaser often look quite dazed after a completed deal, almost as if both parties had got a little carried away in the excitement of the bidding.

Most car auction areas are government controlled with one man appointed for each city and town to supervise all the auction areas in his location.

He in turn appoints agents to run each auction area within his jurisdiction. Each auctioneer must get permission from the supervisor with an endorsement from the municipality who grants the licences.

Auctioneers receive SR 200 commission for every successful sale over SR1,000 and below SR 20,000. Some auctioneers on the Mecca Road which appear not to be government sponsored take a SR 200 commission for sales up to SR 10,000, and SR 500 commission for sales over that.

Depending on his sales pattern, an auctioneer can make between SR 600 and SR 1,400 per day.

After the successful bid has been made, buyer and purchaser adjourn to an office run by two officials employed by the auction area agent. Here the two parties sign a contract of agreement, car pa-

pers and money are exchanged officially and commission paid in the presence of the agent's officials.

Generally, the "haraj," begins each evening at 4.00 p.m. ending at 7.00. Thursday and Friday are the big selling days.

When a car is brought in, the prospective seller confides in whispers to the auctioneer. The bonnet of the car is lifted, the engine is started and revved up to a deafening peak. This is not only an indication to bystanders that a session is about to begin but may also demonstrate the strength and condition of the engine.

Bidding begins. At SR 2,000 for a car expected to fetch SR 4,000, SR 5,000 for a car expected to reach SR 7,000 to SR 8,000. If the bidding is not to the seller's liking, he will climb into his car and drive away.

The prospective car purchaser may only sit in the driving seat, watch the engine or, at most, run the engine while a friend crouches at the back of the vehicle to see if any smoke is coming out of the exhaust pipe.

Sometimes a seller, not wishing to pay the auctioneer his commission will approach individuals in the crowd and

offer to sell his car privately, this being parked conveniently nearby out of the auction area.

Although this practice is not really permissible, it happens. A prospective buyer is tempted to look at the car, knowing that at least he has a chance to really test the car by actually driving it.

"You have to be careful and know about cars when you come here, whoever you buy from," warned one private car seller.

A professional car dealer who attends the car auctions daily and makes a living out of buying and selling at the auctions has been in the business for twelve years. "It is profitable," he admits happily.

He estimates that the most popular cars at the car auctions are Japanese made (with four doors as two-door cars are unpopular because it is "inconvenient for lady passengers to get into the back seats.")

The American 'Caprice' and Buick sell well and German cars are highly esteemed. Brand new Mercedes cars sell for a higher price than in the showroom.



## How to help at an accident

By a Staff Reporter

### 1—Warn traffic

Park your car safely. Switch on four-way flash indicators or headlights. Run to the side of the road that is blocked to wave traffic down. Stop traffic in both directions if casualties are lying on the road. At night wear light clothing, wave a torch and show your headlights on the crashed cars. Do not stand with your back to oncoming traffic. Do not walk across the lanes of a motorway.

### 2—Make a crashed car safe

Turn off the ignition. Disconnect the battery if there is any short-circuit. Apply the handbrake firmly. Stop everyone from smoking in case of petrol leaks. If you see flames or smoke, get the occupants out as quickly and carefully as possible. Do not move casualties before experts arrive unless there is real danger, such as fire. Do not allow anyone to run about if his clothing is on fire. Lay him down and smother the flames, or roll him over quickly to prevent flames from reaching his face. Do not allow any casualty to keep on petrol-soaked clothing. It might ignite later.

Remove it or cut it off and cover the casualty with a coat or blanket.

### 3—Attend quiet casualties first

#### (a) When breathing stops

Inspect the quiet casualty first. Listen for breathing by putting your ear right against a casualty's mouth. If the casualty is blue in the face or is not breathing, lift the chin and tilt the head back. If breathing does not start immediately, clear any obstruction from the mouth, such as dentures, and start mouth-to-mouth respiration.

#### (b) When a casualty is unconscious

Turn an unconscious person on to his side carefully. This is called the recovery position. Remove any dentures. Lift the chin to tilt the head back. Keep the mouth clear. Do not leave an unconscious casualty lying on his back. Do not leave an unconscious casualty alone.

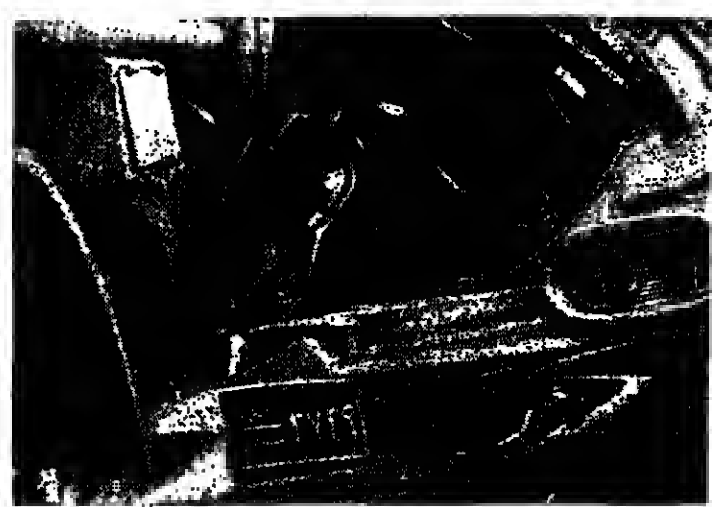
#### 4—Treat casualties who are bleeding

Cover the wound with a dressing or a clean handkerchief. Press firmly and evenly over the dressing to control bleeding. Maintain the pressure with a bandage or ask the casualty to

press on it. If possible, raise a bleeding arm or leg. If blood soaks through the first dressing, put another one on top of it. If there is glass in the wound, press around the wound edge, not over it. Do not tie a tourniquet around a limb. Do not disturb a dressing. Do not put cotton wool or lotion on to a wound.

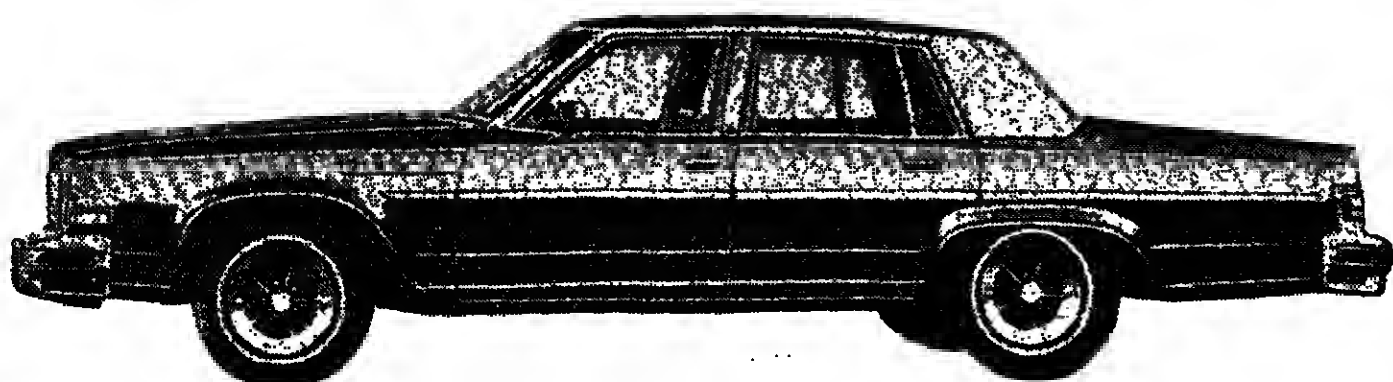
#### 5—Attend conscious casualties

Ask the casualty where he feels pain. Feel gently for painful areas. Apply a bandage or sling if necessary. Reassure the casualty that help is coming. Do not move an injured person. Do not allow anyone to bundle a casualty into his car and drive off to hospital. It is always better to wait for an ambulance. The casualty can then be placed on a stretcher and treated on the way to hospital. Do not give tea, or other drinks to casualties. If you do, it would mean a delay of up to four hours at hospital before an anaesthetic can be given. Do not tilt a car if anyone is trapped under it. Lifting may cause another part of the car to press on a casualty, or the car may slip over and cause more injury. Treat him where he is until expert help arrives.



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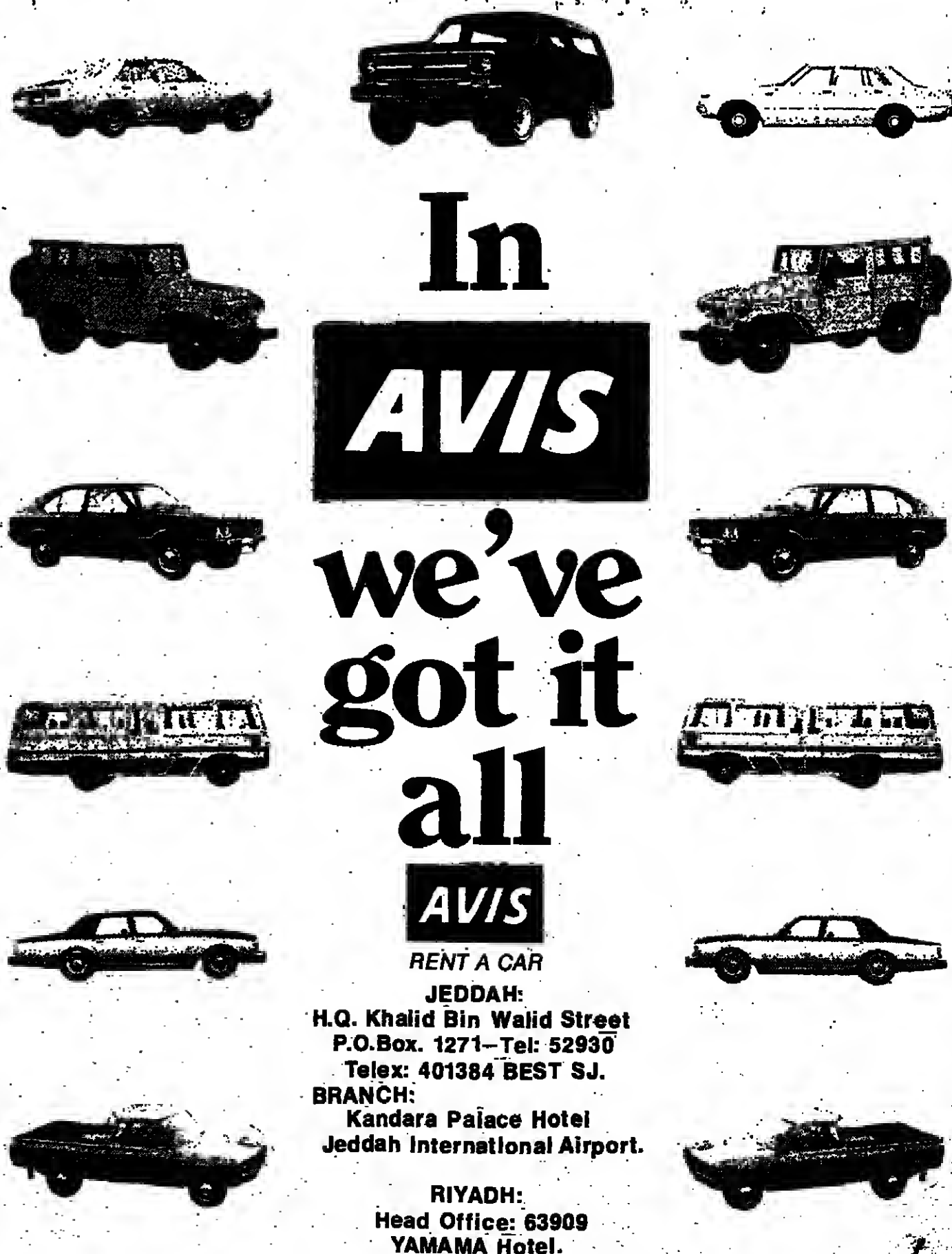
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## Traffic development dwarfs police efforts

By Elias Haddad  
Except in Oman and the United Arab Emirates traffic is a phenomenon of Arab disorganization when compared to that in the developed world. Visitors to the two Gulf states raise eyebrows over the discipline or "fear" of the tough but well-trained and respected patrolmen.

To the ordinary motorist, however, progress made by the traffic department here does not seem of much importance. Like any other Saudi sector traffic is developing, and it invites eyebrows as well. Ten years ago there were only

Abdul Karim summarized the problems as mainly administrative.

He told Arab News Car Supplement that Jeddah had a year ago one Traffic Department. Today it expanded to six, the patrol units also increased from ten to 40 in the same period, and next year they will rise to 70. Maj. Abdul Karim stressed that internal organization should be completed first and before "we make full presence on the street."

He said traffic department is not responsible for installing signal lights, and road development.

"Various other departments are involved in such work, including the municipality. Our job is limited to following up and pushing these projects towards completion."

Traffic violators are sent to prison for five days or a maximum fine of 300 riyals.

"Currently a special prison for traffic violators is being built in Jeddah," Abdul Karim added.

He declined to give the number of violators or accidents. Recent local reports however put the number at about 12,000 sent to jail last year.

There are no statistics for road casualties either, but latest official figures showed that 15,700 accidents took place in 1976 and 11,600 injured.

Death toll was 1,975 in the same period all over the Kingdom.

Road development meanwhile promises motorists here to be one of the most sophisticated in the world.

According to Security Director Gen. Fayez Al Oufi a plan is being studied to cover the Kingdom's road network with a closed television circuit.

Work on the circuit, which has already begun in the Holy Places, will spread to other congested areas to include Medina, Jeddah-Taif, and Taif-Riyadh roads. In addition there are mobile units equipped with television cameras to help control and direct traffic.

When completed the closed TV circuit project will be one of the biggest security plans in the country.



Maj. Abdul Karim during interview

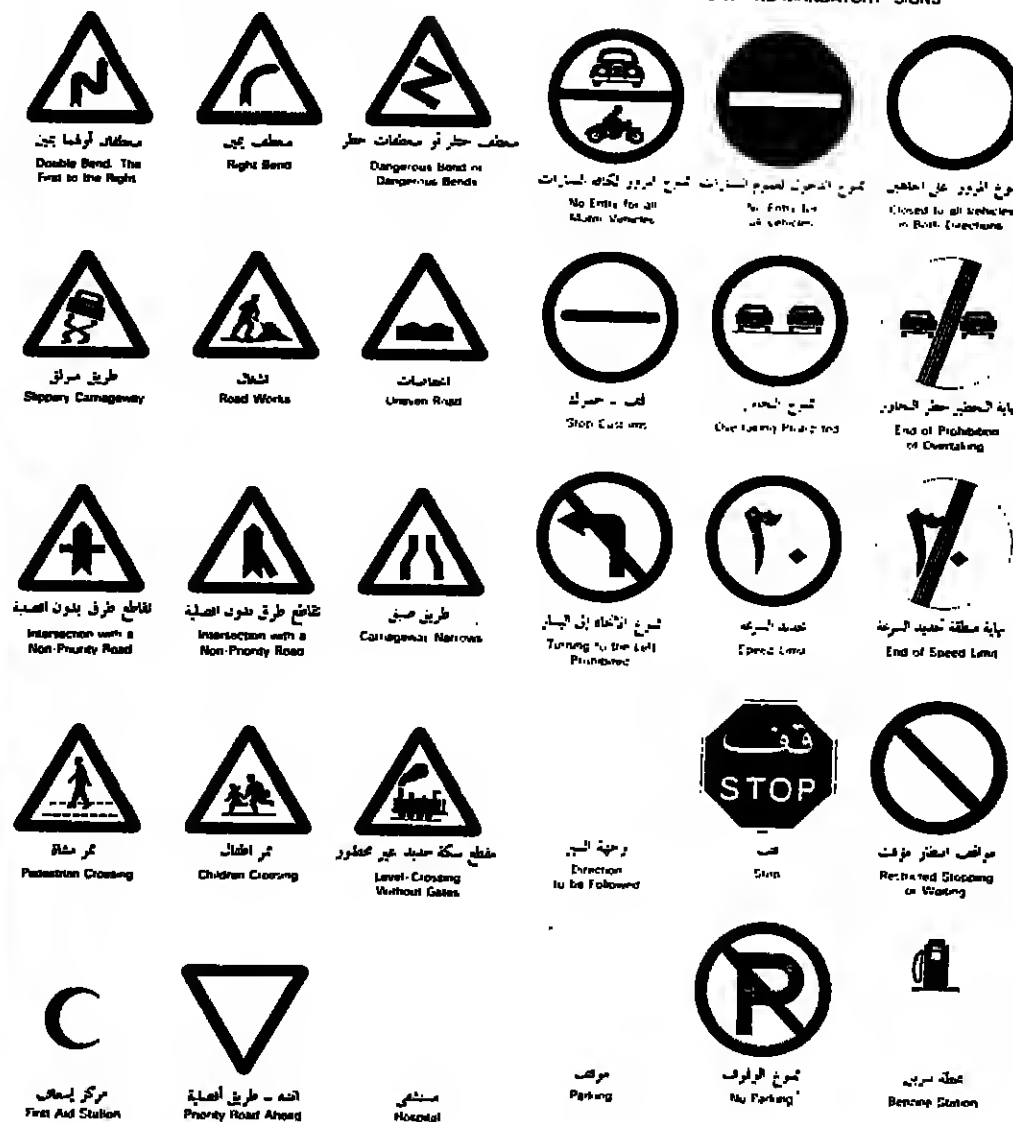


Fined! Policemen check the validity of the motorist's papers.

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PROHIBITORY AND MANDATORY SIGNS



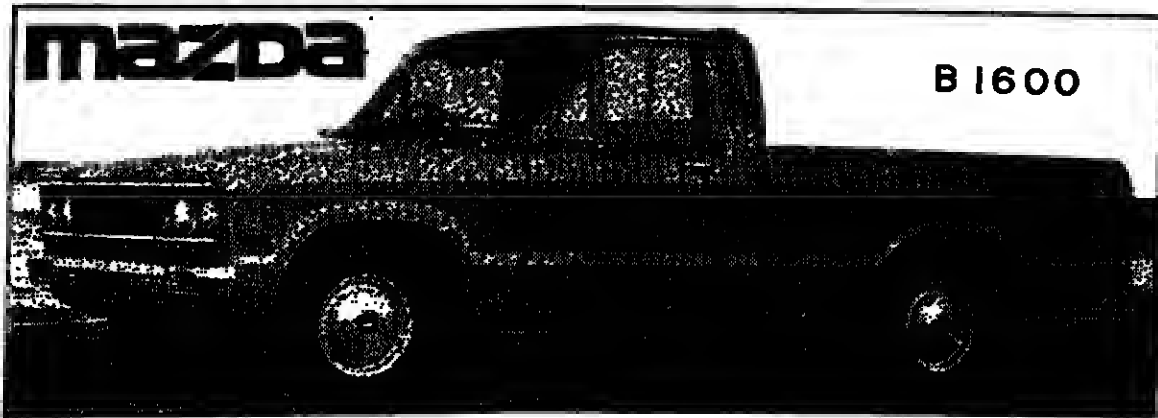
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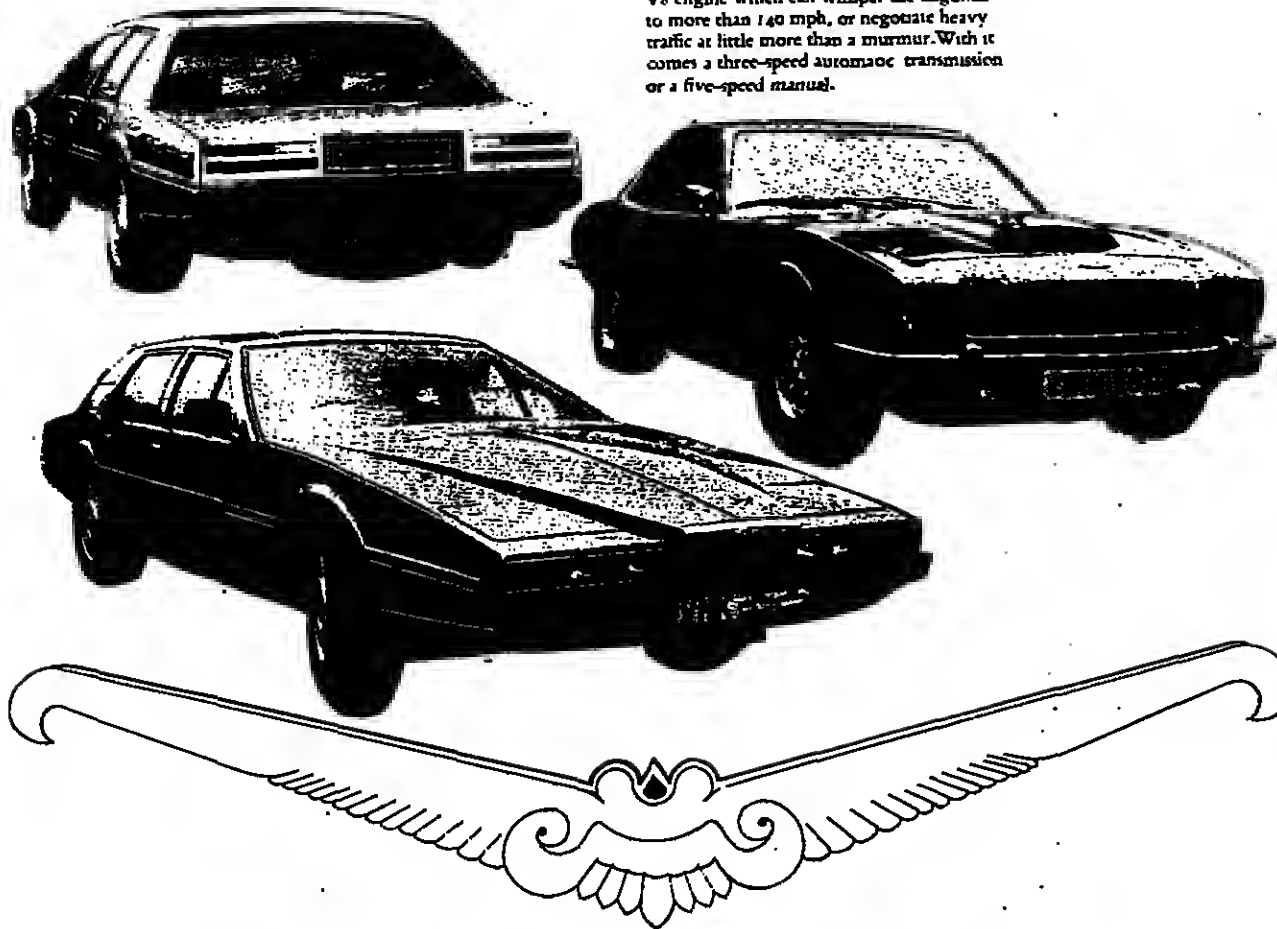
## Aston Martin LAGONDA

Inside there is leg-stretching comfort for four adults, and around them are the hallmarks of a very special carriage.

The front seats have electric adjustments for rake, height, fore and aft, and even the rear seats are individually adjustable for rake. Arm rests incorporating illuminated ashtrays and cigar lighters are located on all four doors, and there is a glass panel above the rear passenger compartment to complement the theme of spaciousness.

The clean lines of the interior are enhanced by the absence of conventional switchgear. Instead, all the controls are operated by sensitive touch switches, from the wipers to the automatic gearbox selection, and from the air conditioning to the windows.

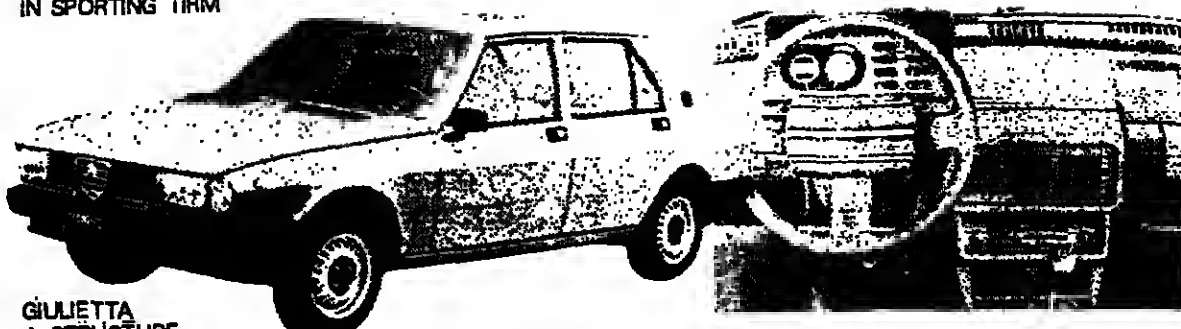
Power is provided by Aston Martin's own V8 engine which can whisker the Lagonda to more than 140 mph, or negotiate heavy traffic at little more than a murmur. With it comes a three-speed automatic transmission or a five-speed manual.



## ALFA ROMEO A CAR THAT NEEDS NO INTRODUCTION SAFETY IS A PRIME CONSIDERATION



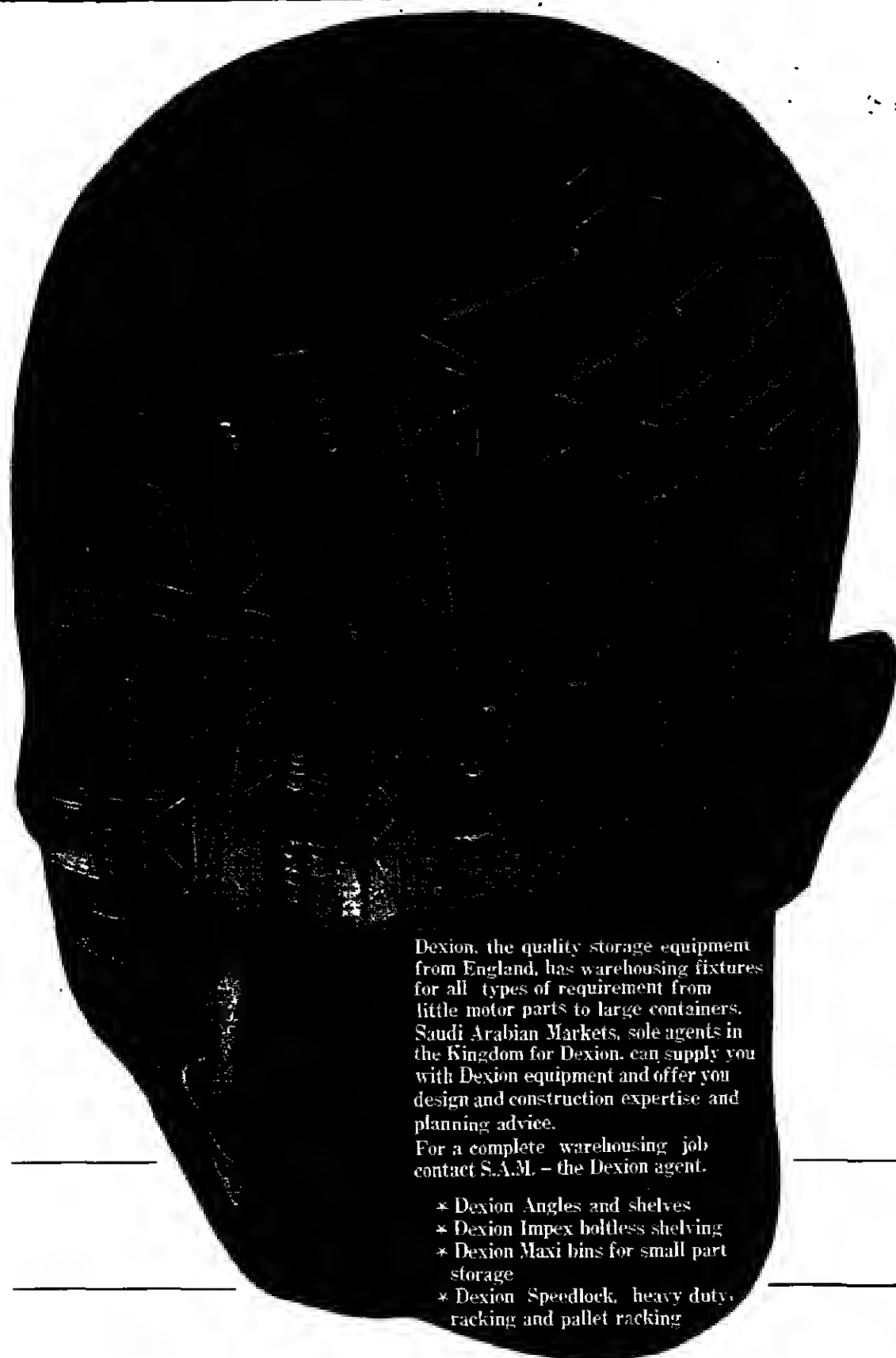
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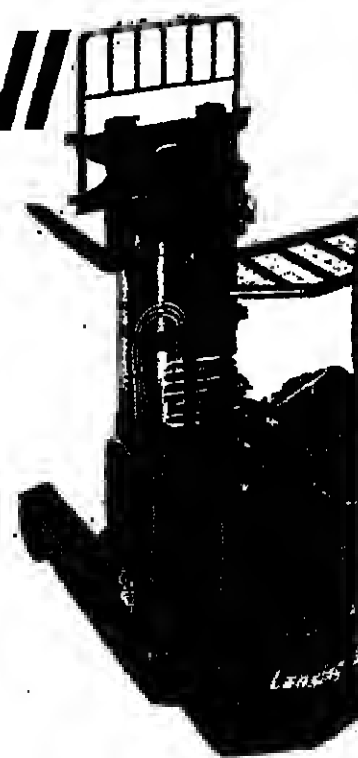
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Sheikh Mohammed Ashmawi surrounded by senior staff. From left Mr. Tom Purves, Mr. Mohammed Thabet. From right Mr. Fouad Fahmi, (Assistant General Manager) Mr. Hilmy Ibrahim Al Amry, (General Manager).



Sheikh Mohammed Ashmawi Chairman of the Board of Saudi Arabian Markets Ltd, receiving the Rolls Royce award from Mr. Tom Purves for being the best distributor in the Middle East.

Sheikh Mohammed Ashmawi receives the award on behalf of Saudi Arabian Markets. In accepting the award he said that it was as a result of a team effort that his company had been so successful in 1978.

Tom Purves, Manager of Middle East affairs for

Rolls-Royce Motors Intl, spoke of how his company concerned itself with product support.

"We strive to provide the best possible service for our cars and SAM's investment in this area during 78 has been significant."

"Of course sales have improved tremendously and were we able to supply more vehicles our distributors would be even more successful, but delivery especially on the Silver Wraith II, Corniche and Camargue is still a problem".

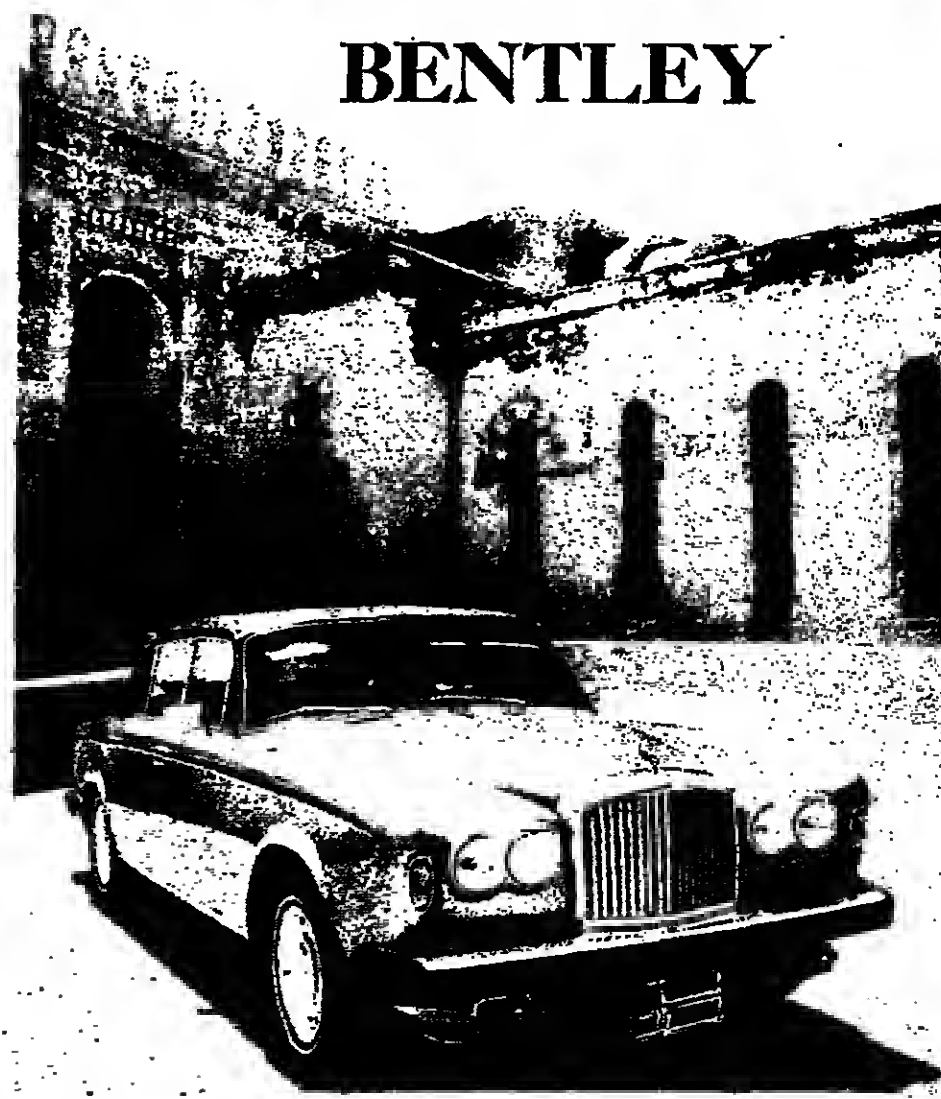
Sheikh Mohammed commented that he was anxious to continue to invest in the area of service and mentioned the new workshops due for completion later this year in Riyadh. Sheikh Mohammed said that the Rolls-Royce car once considered a symbol of aristocracy had now become the symbol of meritocracy and it was apparent that successful man the world over were turning to the Rolls-Royce car as a personal pleasure.

Mr. Purves commented that his company planned to continue to penetrate all world luxury car markets. "With the support of active franchise holders like SAM and the efforts of our dedicated workforce in England we are well poised to maintain our present success."

### SILVER WRAITH



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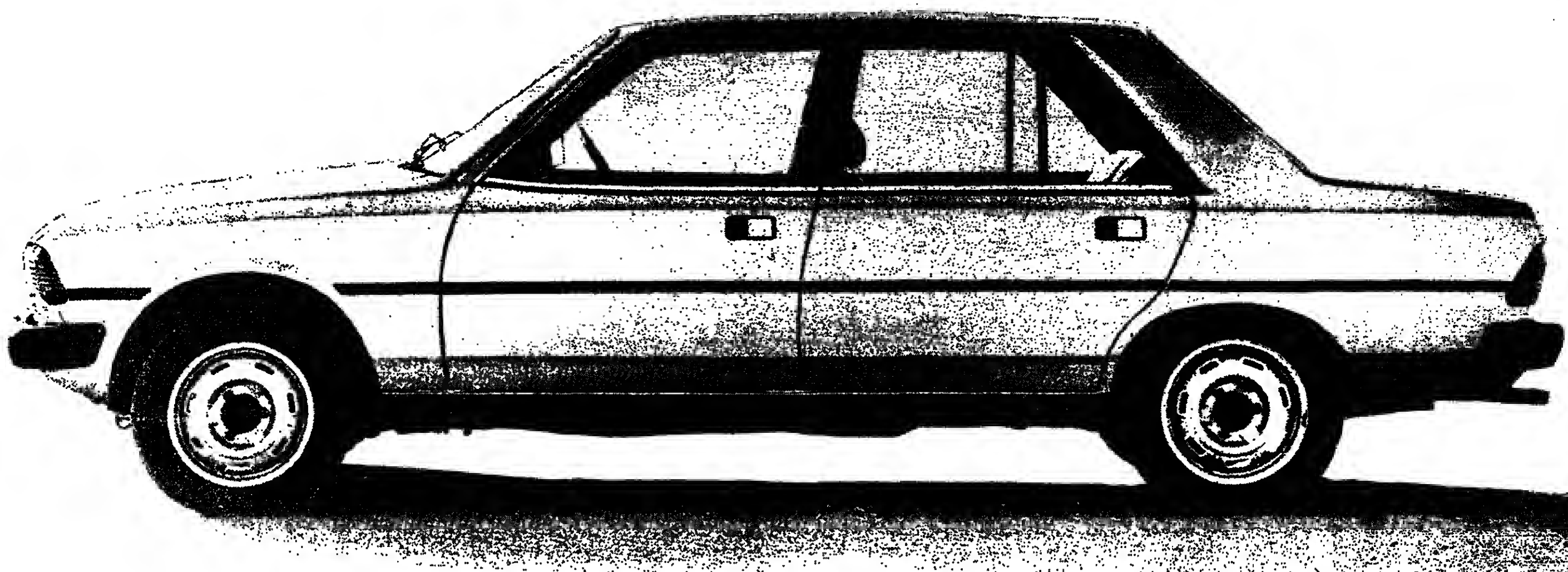
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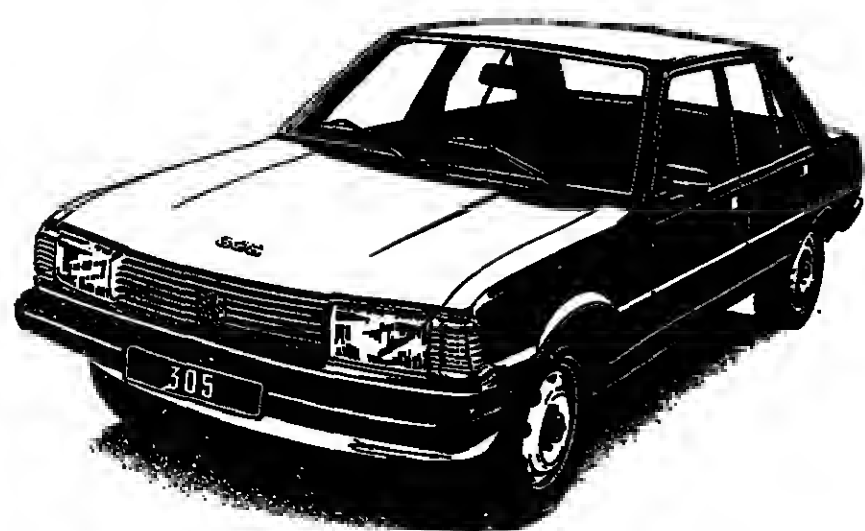
The new 305 is a lot more than just a great car to look at. Beneath its sleek, aerodynamic good looks, it incorporates many new safety features and places an enormous emphasis on driving comfort. For example, our engineers have put a considerable amount of thought into seat design. The 305's front seats hold the driver snugly and securely however sharp the bend and however sudden the stop.

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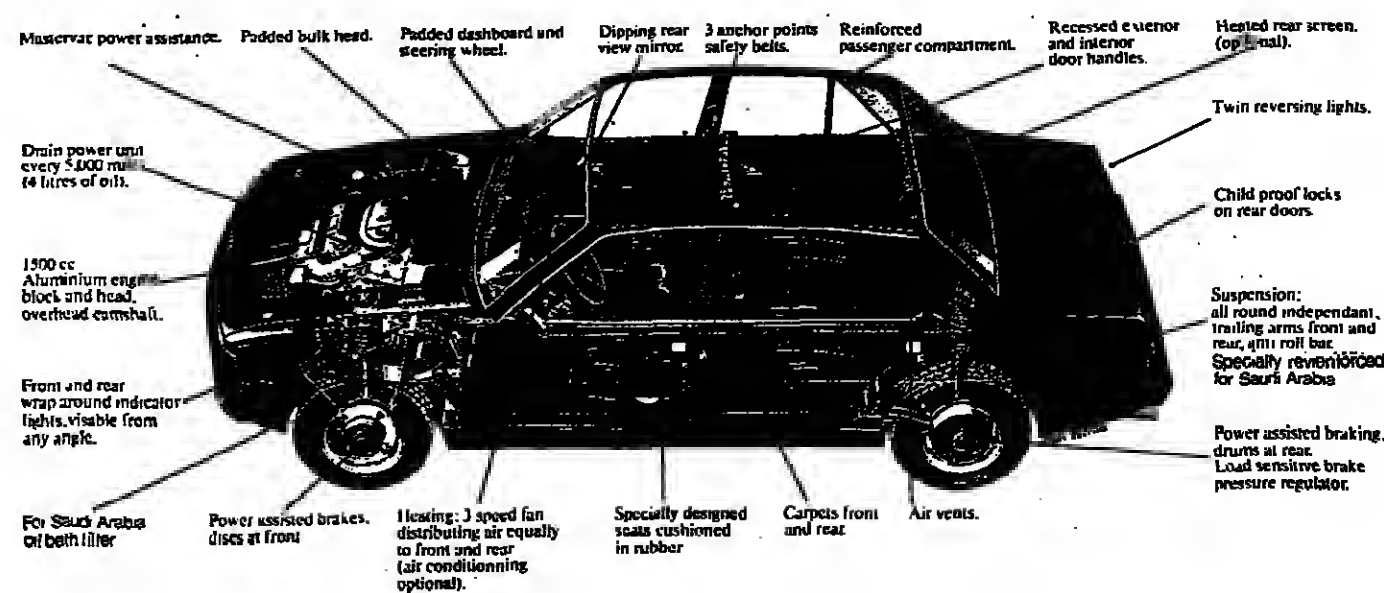
We've incorporated many new safety features into the new Peugeot because at Peugeot we equate comfort with safety. The result: a tremendous feeling of security. Innovations include a crash-resistant one-piece all-steel body shell. More safety comes in the shape of efficient braking and exceptional road-holding.

The new 305—a really beautiful car. And it's still a Peugeot. Which means it has all the traditional toughness people associate with our name.

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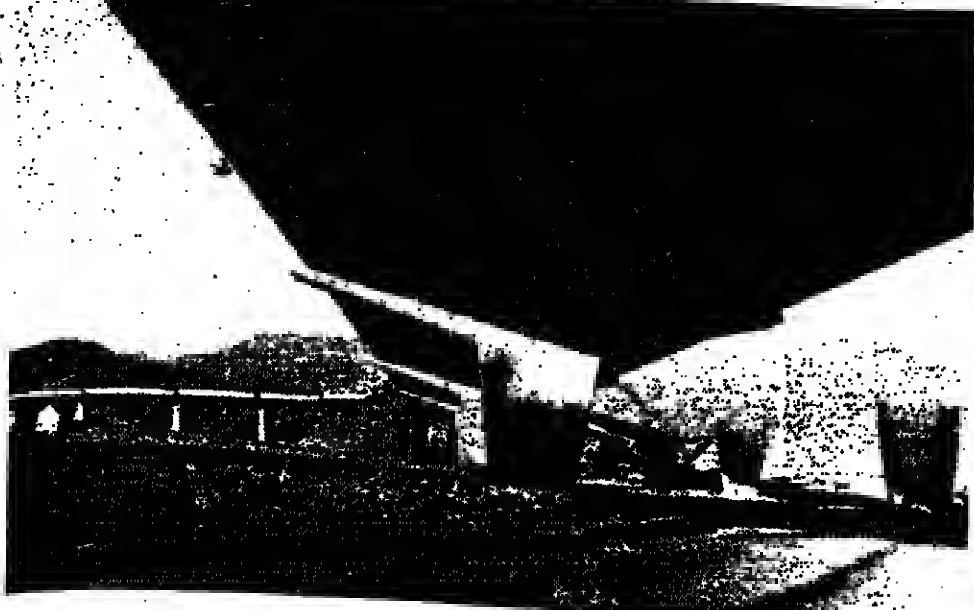
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## Dammam to Amsterdam: By car in eight or eighty days

By Barry Reynolds

It is a six-hour flight from Dammam to Amsterdam. One can read, sleep or, on an exceptionally clear day, catch a glimpse of the Taurus Mountains and the Alps.

But, until one has pioneered an automobile over those sun-baked or snow-capped peaks, stopped to photograph camel herds grazing along Arabia's Tapline Highway and slowed the car midway across Turkey's Bosphorus Bridge, the promise of intercontinental travel has not been fulfilled.

Since the paving of the Kaf-Amman highway in 1977, many of the joys and surprises have disappeared from this 8,000-kilometer voyage. But in traversing the two-continent, nine-nation route, the motorist gains rare insights into both the diversity and essential unity of the human family.

Beginning at the Kuwait Travel Club in Dammam — where one is wise to purchase a registration booklet and insurance "green card" — it is a trip not to be undertaken without sufficient preparation. Obviously one should have the car checked thoroughly and pack extra containers for gas and water. One is also well advised to secure the green card and registration booklet early enough for them to be processed

at least one week before departure. The green card allows you to obtain immediate aid anywhere in case of accident. The booklet is your proof of car ownership and has been known to save hours of waiting at some notoriously inefficient borders. Before buying the booklet, (cost: SR 700, of which SR 500 is refunded when you return to Saudi Arabia) you must produce a letter from your employer attesting that you are, in fact, returning. All this is very routine and can be accomplished in an hour. The official agencies representing the government often change, so inquire with a travel agent or call the Kuwait Travel Club in Dammam.

From the beginning of the Tapline at Nu'ayriah to the Saudi-Jordanian border 1,600 kilometers away is an oppressively straight road. It is not without its surprises, however. One should rest frequently and be wary of road-straddling camels at night.

There are just enough gas stations to cover the vast distances between towns. It is wise, therefore, to stop for fuel whenever one spots a station. Don't be afraid to eat at one of these outlandish jit-truck stops. The food can be surprisingly good — especially so after the long

drive. The adjoining outdoor coffee bars often contain cushioned benches, five feet off the ground, that are delightfully plush. Western women are welcome at these truck stops, as are children, who are afforded superior hospitality.

It was once remarked by an English traveler that Middle East border crossings are only one stop short of hell. This need not be so, but certainly patience, good timing and a healthy sense of humor go a long way.

At most crossings there are separate lines for cars and trucks. Be sure to look ahead far enough to ensure that you are in the correct line. The motorist confessed that his group had waited seven hours behind a line of trucks at the Syrian border last summer before he even saw the customs officials.

By driving at 80-100 kilometers an hour one can reach Amman from Dammam in 16-20 hours. There is a well-preserved third century A.D. Roman amphitheatre located in the center of Amman that is worth visiting. It stands behind the Philadelphia Hotel near the central mosque.

Many motorists complain of a lack of campsites throughout the Arab world. This is changing

quickly. On the left-hand side of the main Damascus-Homs highway lies a lovely private campsite. It sports a swimming pool, plentiful greenery and a cafe-restaurant. Fees run about \$4 per night and the managing family will happily provide you with a map of Damascus and many helpful hints on what to see — and avoid — in that city. Look for the sprawling covered Souq, called Hamidiyah. It is the oldest, continuously-operating urban marketplace in the world.

From Damascus to the Turkish border is another 7-8 hours' drive. A short detour to the ancient city of Antioch — an important Roman stronghold as well — is always interesting. It is best to time crossing the Syrian-Turkish border by three a.m., when the guards often close the gates until seven or eight in the morning.

From Damascus northwards the traveller notices the desert giving way to gently undulating hills of a russet hue. But upon descending the Taurus Mountains on the road to Ankara one is struck by the utter vastness and riot of changing colors that are Turkey's hall mark.

Farmers sell their produce — cabbages as large as watermelons and grapes in hand-woven baskets — while clear

mountain streams run parallel to the highway.

Turkish campsites, called Mo-Kamps, are the best in the Middle East and are operated by the government. They provide every service from hair styling to automotive tune-ups. The latter is done while you wait or overnight and costs approximately \$10. It is advisable to have this done after the prolonged desert and mountain driving that the car has been subjected to. At the very least one should buy oil and change it oneself.

Most motorists take at least two days to drive through Turkey, but a week wouldn't skim the surface of what that diverse country has to offer. As in Arabia, however, it is best to fill up at every gas station. For supply trucks are often slow to reach outlying areas. A note of caution about challenging these fuel or trailer trucks — don't. There's a war raging between Turkish and European transport drivers over control of these cargo routes and innocent motorists are often caught — literally — in the middle of the fray. A peppy passing gear in one's car is invaluable on Turkey's one-lane, mountainous roads where a few seconds can be crucial.

Veteran travellers of this route — some do it annually

from Europe to Dhamran after buying a new car — approach Istanbul with decidedly unmixt feelings. If weary, they bypass the historic Byzantine capital entirely. Novices often reach it after a full-day's driving, bewildered by its labyrinthine streets, assaulted by its raucous nightlife, yet too tired to move any further. There is an alternative, however, and a very pleasant one that affords both rest and a chance to see Istanbul with the care and wonder it deserves. That alternative is to drive past the city about 20 kilometres in the direction of Edirne. One can camp at any of four or five spectacularly beautiful sites on the Sea of Marmara. With its teeming souqs and numerous excellent restaurants facing the Bosphorus, Istanbul demands more attention than many Europe-bound motorists give it.

From Greece northwards — if one chooses the Greek over the Bulgarian route to reach Yugoslavia — border crossings become increasingly the simple procedures they ought to be. All European countries, however, demand that the driver carry auto insurance, for which the green card will suffice. The Greek route to Belgrade is slightly longer but less trying than the Bulgarian, whose offi-

cials often demand exorbitant taxes of non-communist motorists. Clean and reasonably-priced campsites (\$2-7 per night) can be found from Greece to Amsterdam. If one has the time, a car ferry at Keramoti, Greece, will take you to the island of Thassos in less than an hour for about \$30.

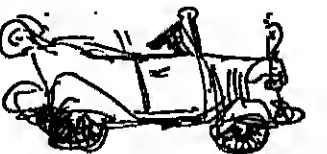
Like Turkey, Yugoslavia is vast and diverse, comprising a number of regions that were nationally autonomous until recently. One has two choices here by which to reach Austria from Skopje. The Adriatic route that passes through Dubrovnik is awesomely scenic with roads that skirt that sea from a height of 200 feet in some places. That road, however, is mountainous and narrow and takes at least an extra half-day's drive. The alternative route which cuts through the center of Yugoslavia and passes Belgrade is faster but not nearly so scenic. People making the round trip from Dhamran often split their Yugoslavian itinerary so as to see both routes. National Geographic Magazine named Dubrovnik, "the most authentically preserved Medieval town in Europe" and the English playwright, George Bernard Shaw, called it "the pearl of the Adriatic." Both appellations are well deserved, for the Dalmatian coast is un-

like any other in the world.

North of Yugoslavia, through Austria and Germany, the choice of possible routes to Amsterdam are too numerous to list. There are hundreds of campsites to choose from, though the ones which lie outside small villages are less congested and offer greater possibility for social exchange.

The most complete and accurate European camping book we found was Rand McNally's folio edition. As well as separate road maps of each region, it includes very detailed charts of the services each campsite offers such as swimming, restaurants, hot water and nearby grocery stores. It is updated annually and welcomes entries from motorists themselves.

In the past 15 years the deserts have been halved by pipelines, straits bridged and mountains made humble by super-highways. Yet in the variety and infinite possibilities for social exchange that much a trip offers, it is humanity itself that is ultimately humbled.



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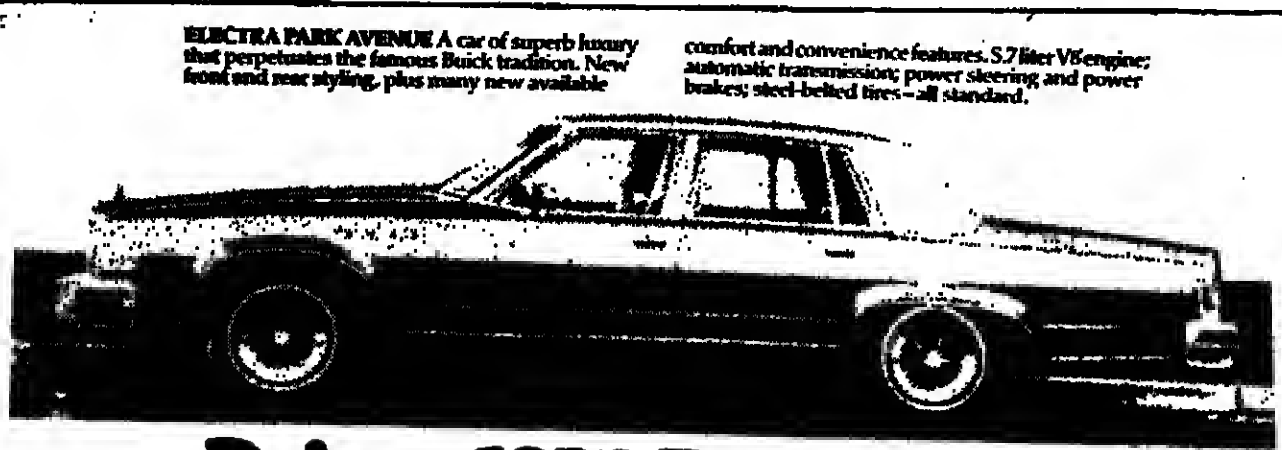
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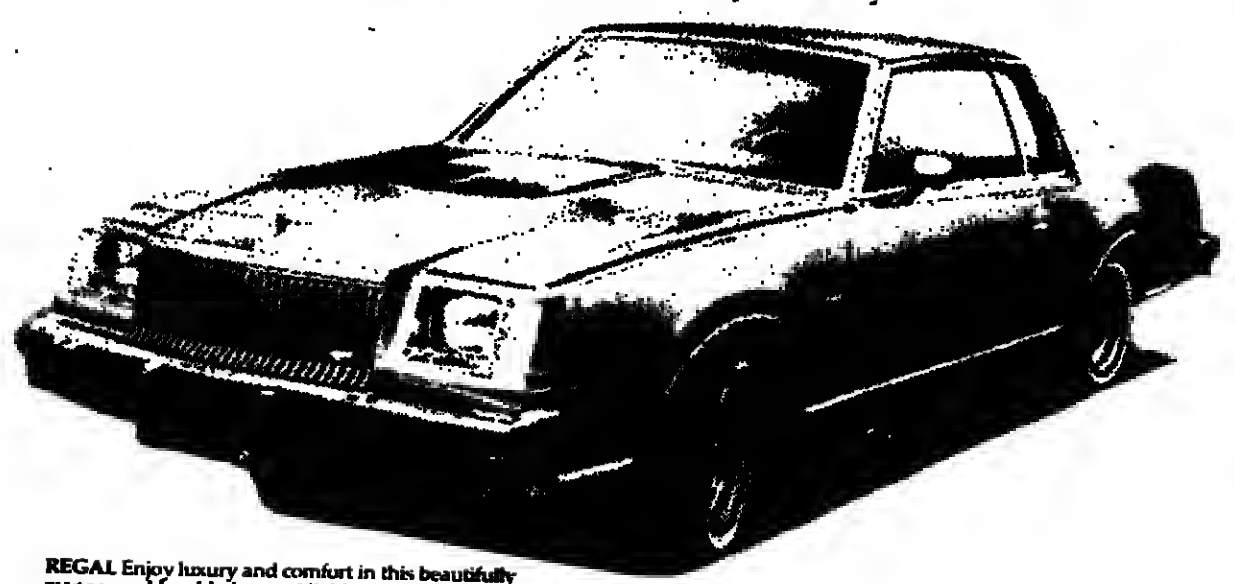
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## GM claims 50% growth

By a Staff Reporter

General Motors Corporation considers Saudi Arabia to be a highly important market in the Middle East for its products. Past years have shown the growth for GM's business in the region, with preliminary figures indicating an approximately 50 per cent increase in sales for the 1978 calendar year over 1977. Moreover due to the wide acceptance of GM products the corporation has had favorable relations with government agencies fleet customers and private owners.

Two years ago the General Motors Overseas Distribution Corporation established the Saudi Arabia Zone Office in Jeddah to provide technical assistance to GM's authorized dealers in the Kingdom.

Mohammed A. Razaq, manager of the Jeddah Office came to this assignment after several years of service in the first Mid-East Zone Office located in Athens. His professional staff includes other GM veterans from the U.S., Japan and other countries who work with GM's authorized Saudi Arabian dealers to upgrade their management staffs in sales, accounting, service and spare parts handling to insure that their Saudi Arabian customers receive the same high standard of quality products and service for which GM is famous the world over.

Razaq's staff conducts seminars and training sessions for local mechanics all around the Kingdom where GM has authorized dealerships, and occasionally sends mechanics to be trained in the U.S. at GM training facilities. Authorized GM dealers are also assisted in recruiting Arabic speaking mechanics from North America and obtaining the latest service equipment and technology available in the U.S.A.

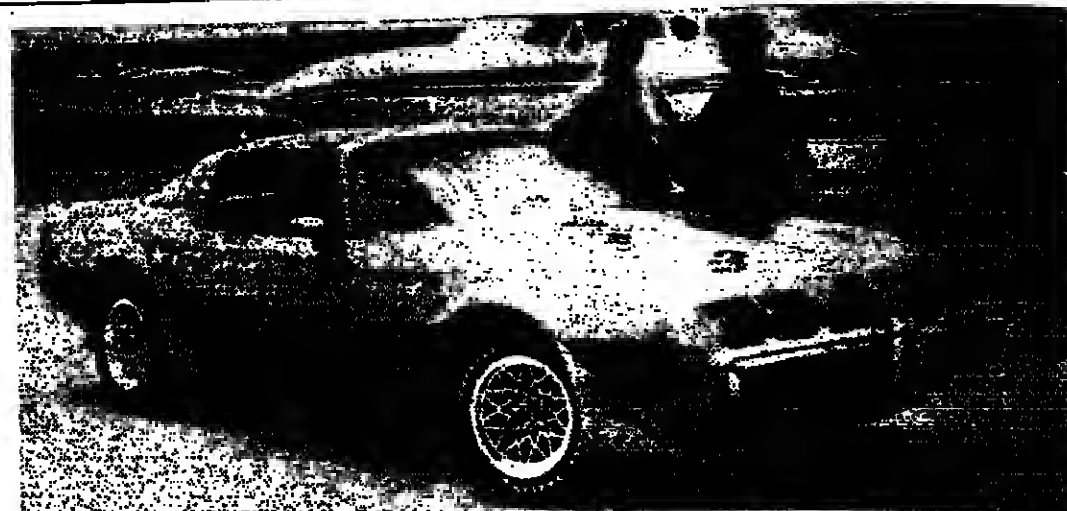
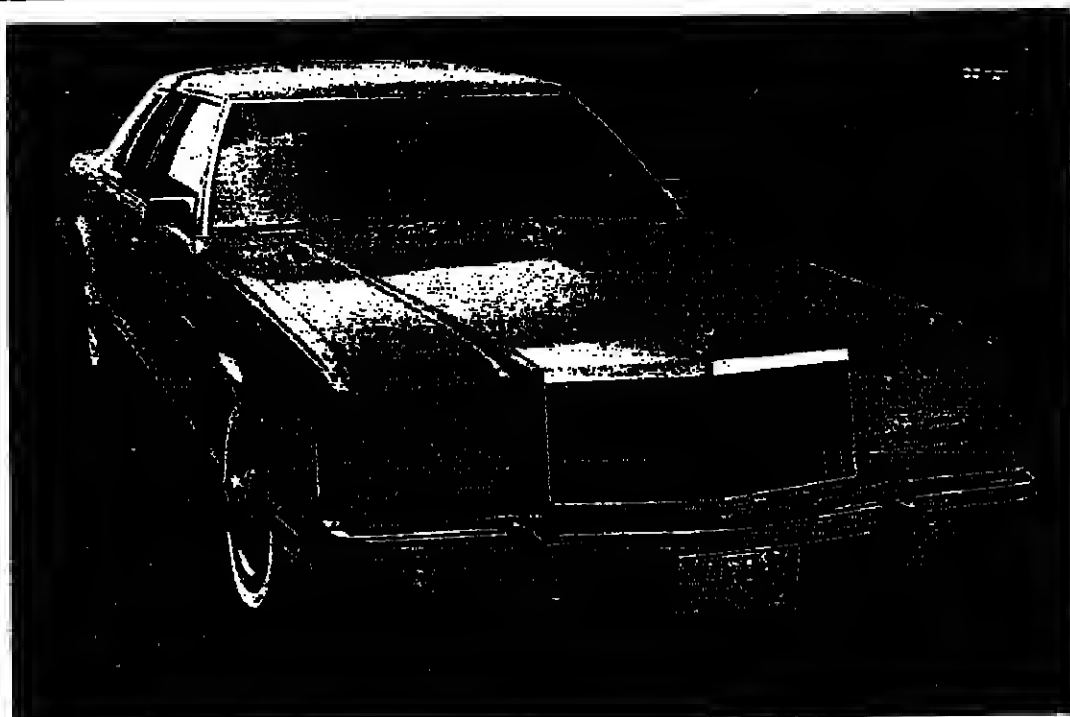
The Jeddah Office staff also conducts periodic studies to determine whether GM products remain competitive against others sold in the Kingdom. In two years since the office was opened it has changed quarters twice and is now involved in the construction of larger facilities on Medina Road which will include a permanent training room.

Today GM has 18 authorized dealers in Jeddah, Riyadh, Dammam, Jubail, Medina, Yanbu and Alkhobar. All of these dealers are constructing, or have constructed, new expanded facilities, including offices, showrooms, parts and service departments, to better support GM's growing product offering in the Kingdom.

They represent the widest range of automobiles, light medium and heavy duty trucks, vans and buses available anywhere to fit any private or commercial transportation requirements and special Saudi Arabian conditions.

General Motors captured leadership of the domestic U.S. automotive market in 1925 (and has kept it ever since) and began to look at world markets. Manufacturing plants were later established in Canada and Mexico, Latin America, Europe, Africa and Australia. GM has part ownership of Isuzu in Japan and assembly and support facilities in many other parts of the world.

A list of automotive "firsts" has resulted from GM research and development. But GM research teams are also credited with advances in safety in and outside the automotive world as well. In medical technology...mass transit engineering...sophisticated motive power concepts. Among these non-automotive projects is the development of an artificial human heart.



## Aljomaih, the owners of the first workshop

By a Staff Reporter

Al-Jomaih is one of the largest importers of automobiles in Saudi Arabia and in 1965 was already the largest dealer for Ford cars in the world outside the United States.

As the company boomed and sales increased, the Arab League Boycott of Israel Office decreed that Ford cars should be banned because of Ford's dealings with Israel. In 1967 Al-Jomaih stopped importing Ford cars after investing a fortune in organizing their thriving business.

"This was not an easy thing for us," said Ibrahim Mohammed Al-Jomaih general manager, Jeddah office. "But we

decided to go on importing and distributing other American cars taking advantage of our enormous resources and well-established organization."

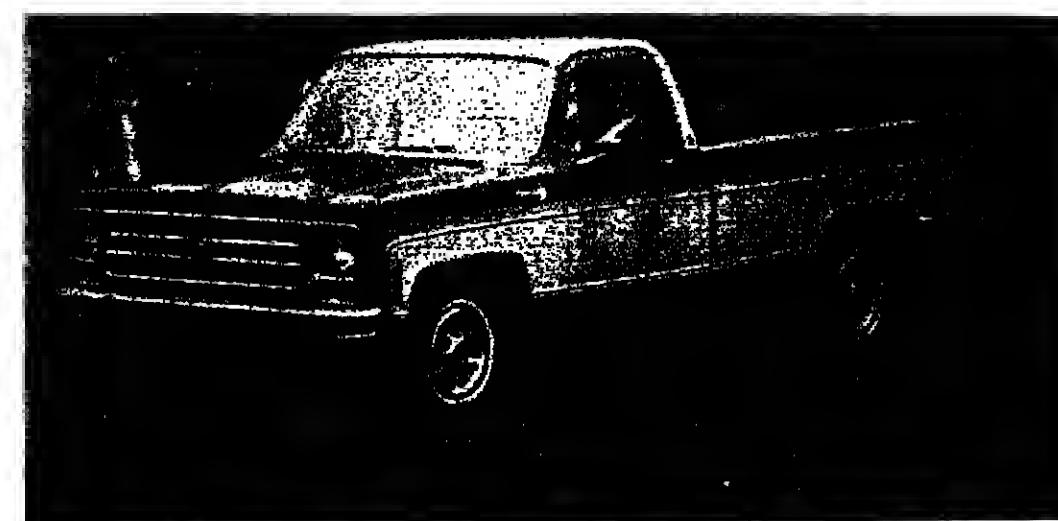
They were soon awarded the franchise for General Motors in the western region for Chevrolet, and in the eastern and central regions for Cadillac, Pontiac, Buick and GMC. In 1978 the company became the largest dealer of GM cars in the world outside the United States.

Besides, Al-Jomaih is one of the leading distributors of Shell oil in the world, Yokohama tires and Fiat-Allis heavy equipment which makes the largest bulldozer ever pro-

duced, the 41B. They import and distribute asphalt finishers, pavers, road rollers and vibrators. They are also agents for MAN, Gallon, Le Roi, TCM and others.

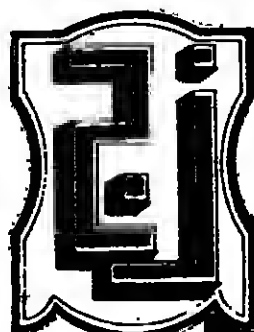
"We were the owners of the first workshop in Saudi Arabia," Ibrahim said. It is not only well-equipped but is also staffed by the best men we can get. They have a staff of 1500 working in various workshops and departments throughout the country. They include personnel involved in bottling Pepsi Cola in the central region. The bottling plant is claimed to be the largest and most modern in the Middle East.

Ibrahim said that the company will shortly open Al-Jomaih center in Jeddah which will combine offices, showrooms and service facilities and a parts depot.



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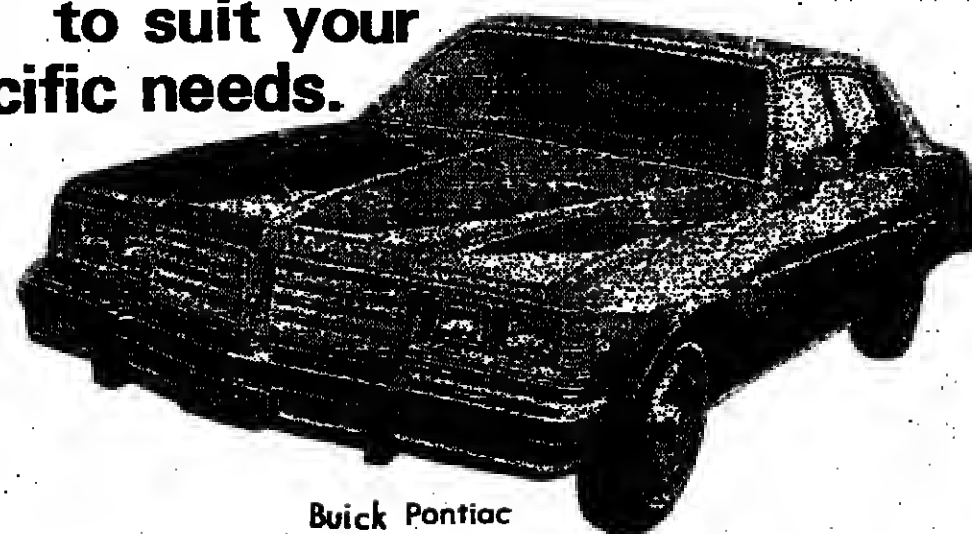
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## Road network for prosperous life

By A Staff Reporter

"On the road to prosperity the Kingdom is fast achieving more prosperous life," says Hussein Mansouri, minister of communications in an introduction to a book on the road program of the country. "The road the Kingdom has chosen is the shortest and the quickest to comprehensive socio-economic development in a country as vast as Saudi Arabia," he adds.

To achieve such overall aims, a framework must be made within which all the essential elements can be fitted. Of the tools to make such a framework, an elaborate road network is the most important," he says.

The construction of roads in such a vast country and through hard terrain, has been challenge to the authorities. Following is a brief review of the road building program in Saudi Arabia.

12,169 kilometers of road were asphalted during the first development plan (1970-5), in addition to building 1077 kms of dirt roads.

Road construction in Saudi Arabia dates back to 1934 when the then Works and Mineral Department was established. But the asphalted roads as such began only in 1371H, 1951.

When the ministry of communications was created in 1953, the total length of asphalted road did not exceed 39 kilometers.

By the end of 1953, the ministry had built 4,147 kms.

In 1964 a new chapter began in the history of road construction as the ministry

charted out a new program called "the main program for the development of roads and bridges" which called for the construction of thousands of kilometers of road.

From 1963 to 1970, the length of asphalted roads rose to 8,021 kms. The ministry also envisaged another plan consisting of dirt roads with a view to linking villages and rural communities. By 1970 a total of 3,739 kms of dirt road had been constructed.

From 1963 to 1968 contracts were signed for the construction of some 5,000 kms of that type of roads.

The first phase of the plan provided for the linkage of major centers with the largest possible number of cities and villages.

The second stage called for cutting down distances between major cities.

The third called for construction and/or enlargement of dual carriage highways.

The fourth concerned the standard of services and safety on asphalted roads.

By the end of the second five-year development plan which began in 1975, the desired linkage had been accomplished.

By the end of last October the ministry had built 18,661 kms of asphalted roads. The final objective to be fulfilled by the end of 1974 was the construction of 25,235 kms. At the same time, by the end of October 17,863 kms of dirt road had been realized, compared with a target 18,237 completed, the ministry started the implementation of the

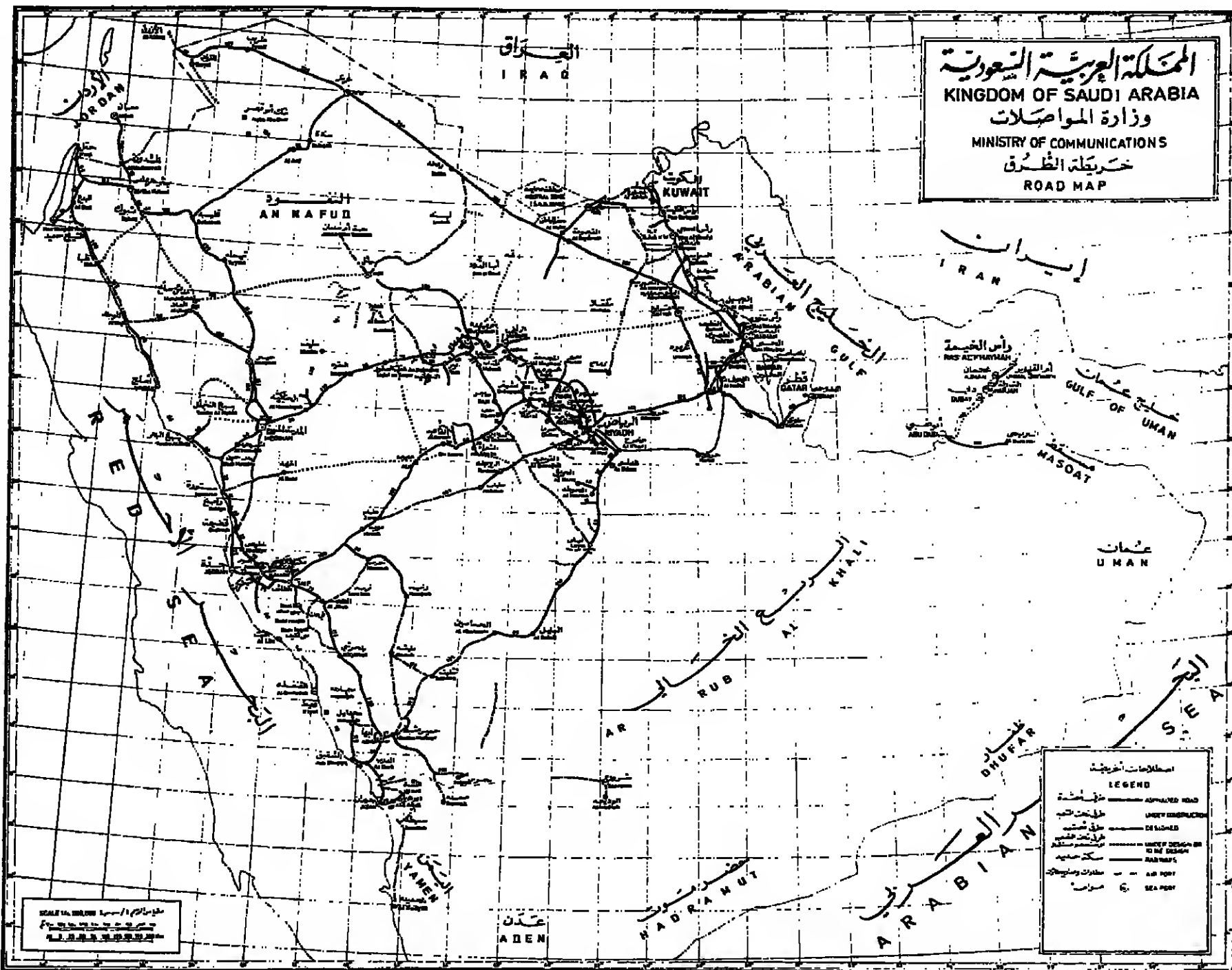
kms. The first phase having been second and third stages, while preparing for the fourth. Already, the distance between the central and western provinces or between Riyadh and Taif was cut down by some 122 kms. The total length of dual carriage and expressways embodied in the plan was 4,000 kms and construction of several of them was tackled such as the Dammam road, Abu Hadareyya and Dammam, Ras Tanoura, Al-Jubail, Al-Dammam, Abqai, Al-Hofuf and Al-Riyadh, Al-Kharj and Jeddah, Mecca Al-Mukarramah and Jeddah and Medina.

Study and design of the expressway followed to link the eastern part of the Kingdom with the central province and the latter to Qasim and Medina and from there to Tabuk and the Saudi-Jordanian border.

The fourth stage calls for improving the standard of services and road safety through road signs, afforestation on both sides, the building of resthouses and parking spaces and the provision of integrated utilities such as car service stations and restaurants etc.

The Kingdom also constructed highways to link it with all neighboring countries. It set a target of 1,900 kilometers annually, with contracts going to best bidders.

Criteria of road construction were fixed in cooperation with and according to statistics provided by the United Nations, the World Bank and some European and Middle-Eastern countries.



## Alhuseini introduces BMWs

By A Staff Reporter

One of the finest cars in the world is about to make an entry into the Saudi Arabian market, it was disclosed by Khalid Alhuseini, chairman of the Alhuseini Group of companies.

Germany's famous BMW and motor cycles manufacturers have entered into a license agreement in this country, with the Alhuseini corporation, a well known oil company that has been engaged in business for over years.

BMW are entering into the oil market in a manner that will ensure commercial orientation in its working and approach, according to Fadi Alhuseini, assistant Managing director who will be in charge of the agency. Their Head Office will be at Jeddah's King Fahd Road.

They will have a workshop which they say will be one of the finest in the Middle East. "Our basic corporate philosophy will be to provide an efficient after-sale service. We already have the cars in stock of heavy order bookings but do not wish to market or renege them until we are ready to service them and provide them with spare parts. When we are ready in every conceivable way we shall start selling."

BMW took over the Eisech BMW Motor Vehicle factory towards the end of 1968 and along with this they are able to purchase the know-how of an entire generation of automotive engineers

considering the fact that car production was started at Eisenach in 1898. So going back to the roots, the history of BMW cars dates back 80 years all the way to the second manufacturer of motor cars ever to become established in Germany.

The ultimate in cars from the most sophisticated engineering works managed by highly advanced and experienced technicians, engineers and dynamic management devoted to their professions comes to Saudi Arabia in the shape of that popular and well known name BMW, a symbol which has been appearing in white and blue color on motor cars for many decades.

An international motoring journal once wrote: "When judging the BMW one must apply the highest standards. This is necessary not only because the car bears the name BMW, but also because of its price. The car thus demands and needs to be treated like an absolute top-category model". According to the BMW road test in 1963: "There can be no doubt about it: The question we asked in starting this road test, i.e., whether the BMW is really a top-category product, must definitely be answered in the affirmative".

These two statements provide a clear description of BMW's standard: You must apply the highest standards to find out that a BMW is really a top-category motor car. Another statement on road test, on June 27, 1964, by the "Kurier", a major newspaper in

Vienna, said: "You can see from the very beginning that lot of love has been put into the design and construction of BMW cars, and you can feel that the people who built them do not only know a lot about motor cars, but have also put all their enthusiasm into a truly outstanding vehicle."

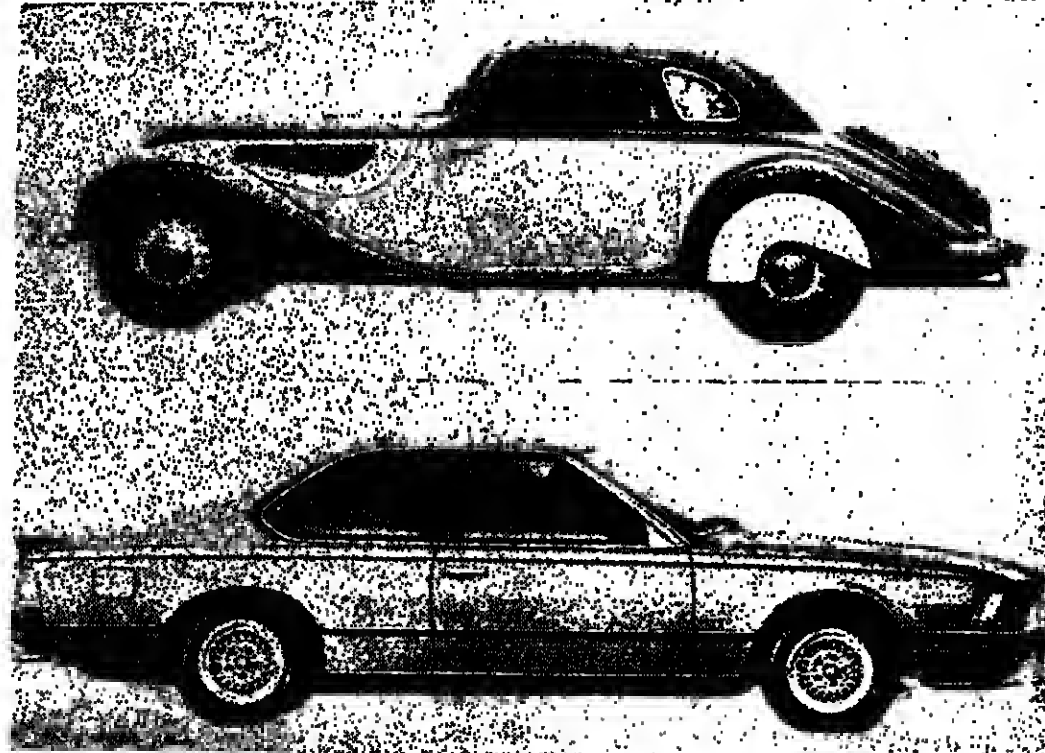
The cars got their world wide market position by offering to the motorist who enjoys the driving experience, a very special combination of benefits like performance, handling, comfort and luxury a combination that only the BMW sports sedans or sport coupes can offer. It is seldom that all of these benefits are available in one package.

With their latest model the 7 series BMW has shown again that also in the big luxury class a car can be sporty and comfortable, roomy yet compact, powerful but efficient.

Model 320 is the only car of its class fitted with a two litres 6 cylinder high performance engine. Four-door 520 sedan combines highly advanced technology and detailed designing to maximize utility and is truly a car for the individual who not only needs space and comfort but also enjoys the thrill of driving a modern car. 630CS coupe — the sleek looking fast car combines performance, safety and comfort in one package to make an exotic car for the driver who wishes to complement his dynamic responses with the special responsiveness of a car with real sporting character.



Sheikh Abdul Aziz Alhuseini

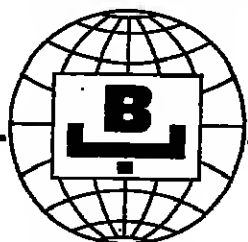


BMW: Past and present



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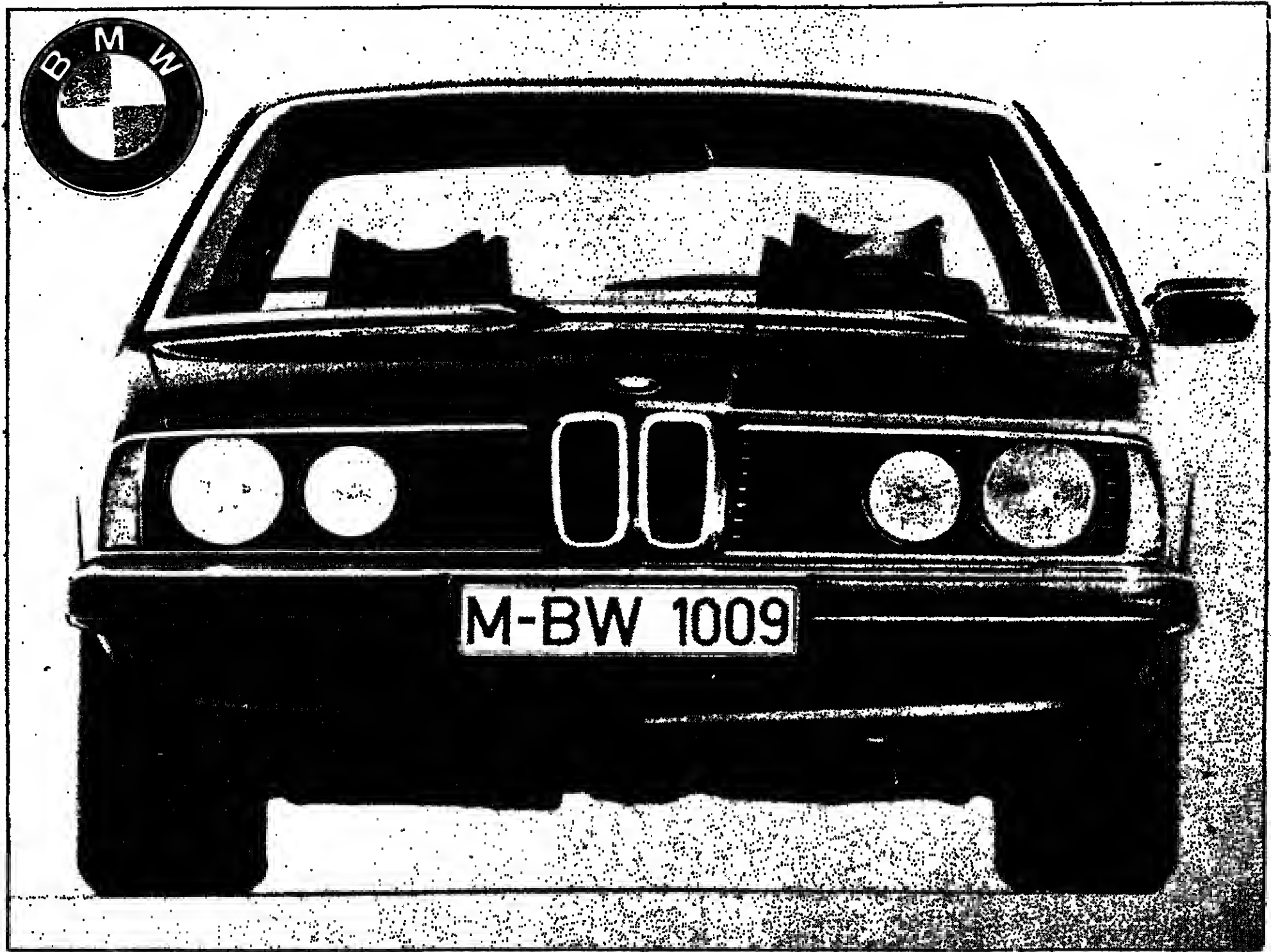
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## Wrecked cars to disappear

By Elias Haddad  
(Renter)

Jeddah bustling Red Sea city and port, is about to solve a problem that has bothered city authorities for years — the littering of the streets with the wrecks of thousands of cars.

The gaunt monuments, left where they crashed and exposed ever since to the searing sun, are grim reminders of the battles with speed waged by the Saudi drivers — for in this desert land of oil wealth they tend to be reckless.

The past meets the present from time to time as weary Bedouin travelers take advantage of the shade provided by the masses of metal junk to lie down for an afternoon nap.

The number of wrecked cars abandoned in the streets of Jeddah, whose population is just over a million, is estimated at 80,000. Their original cost would have run into possibly hundreds of

millions of dollars.

The ugly wrecks mar the horizon for the art monuments recently installed by Jeddah's Mayor Muhammad Said Farsi.

The owners of the abandoned vehicles ignored the mayor's pleas to remove them.

Now there is hope at last. For a new scrap metal plant has been built on the outskirts of Jeddah — the city in which the Foreign Ministry and the diplomatic missions are situated.

The plan is to remove all the car wrecks, break them up and re-cycle the metal in the form of bars.

Motorists in Saudi Arabia face many hazards. The vast distances covered by drivers often lead to exhaustion and dozing at the wheel.

The main highways are straight and generally well asphalted. But there are hidden hazards, a flock of camels may suddenly lumber across the road without warning.

A speeding car hitting a slow-moving camel can, and often does, lead to fatal results for driver, passengers and the beast of burden.

Driving at night, when visibility is limited, and at noon when desert mirages play tricks with vision, play havoc with the nervous system.

I know of the hazards from personal experience. Recently I drove from Beirut, to escape the shelling of residential areas of the Lebanese capital, to Jeddah.

The fast lap of the journey from Tabuk, on the Saudi-Jordanian border, to Jeddah covers 1,100 km.

Minutes after leaving the Saudi border post, I heard the scream of brakes and smelled burning rubber. Right ahead of me the highway was blocked by two huge trailers involved in a head-on collision.

The lights of one vehicle were still shining and oil was leaking from it, but there was no sign of life.

The government tries to encourage people to help but most hurry on.

If the victims are lucky, an ambulance arrives, followed by a police patrol. The police write up their report, and the ambulance whisks the victims off to a hospital.

The road south from Tabuk to Jeddah cuts through vast tracks of wasteland, and on the horizon appears a chain of the Hijaz mountains converging. It is a misleading sight, for the grey and occasionally pink-colored rocky hills are still far away.

Yet another misleading sight for drivers are the spare and thorny desert trees. Road travelers who come to Saudi Arabia for the first time, feel relieved at such a sight, expecting to rest for a while and wash their tired feet in what appears to be a small river, or a brook between the trees. But the brook turns out to be no more than a dry course eroded by rainstorms over the years.

All along the road, the scene repeats itself almost every kilometer — vehicles smashed and overturned.

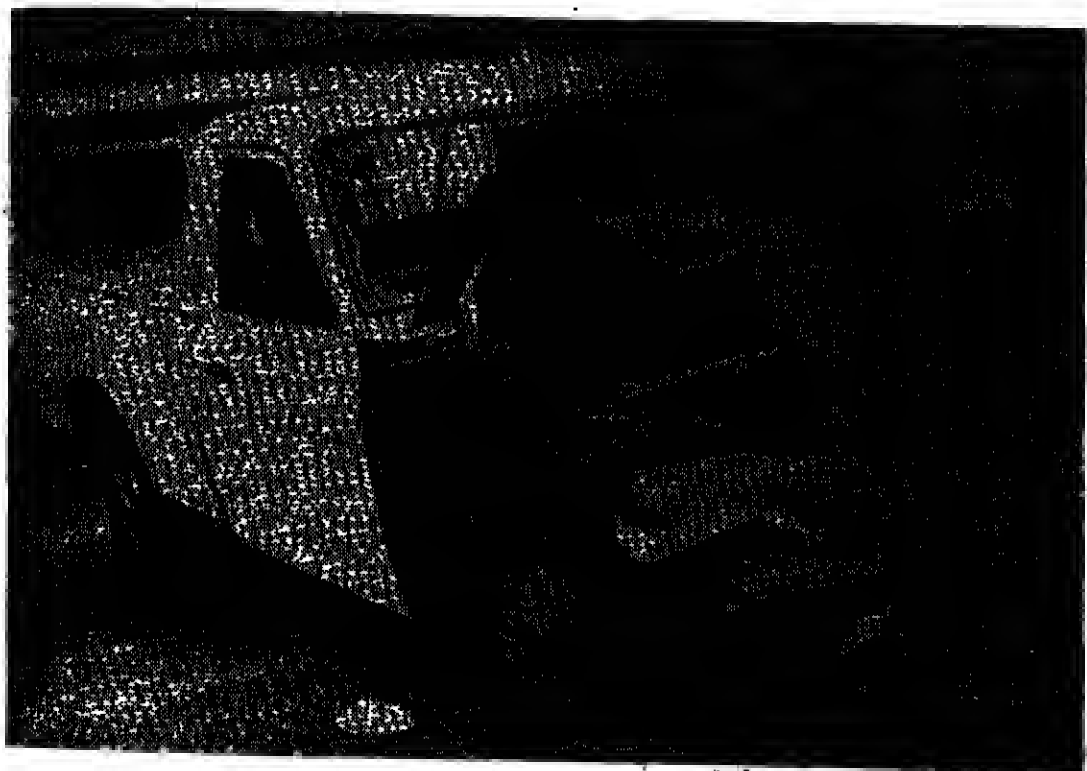
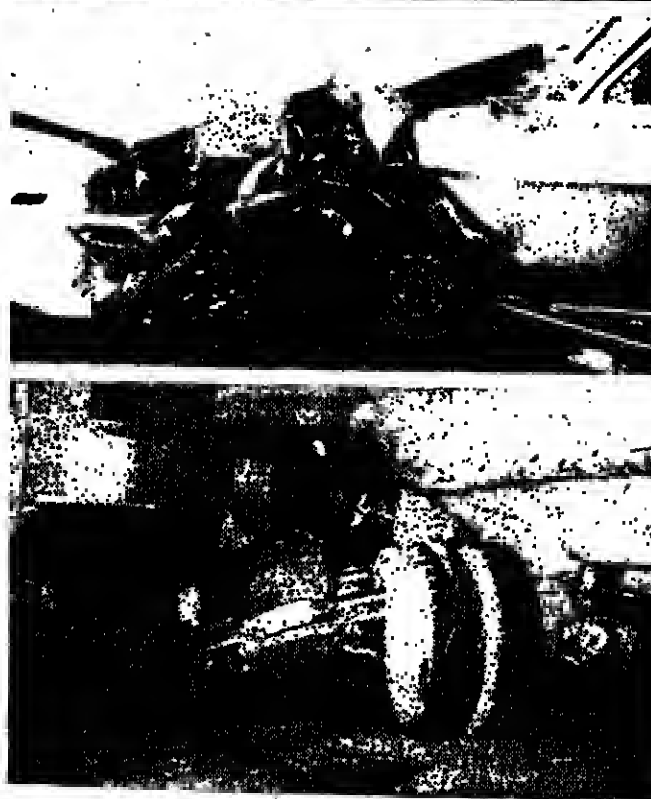
Older cars are half-buried in the sand and the newer models await their turn to be smothered by the desert sandstorms.

At the approaches to Jeddah, the number of broken-down cars increases.

A Saudi businessman, who ordered a survey, discovered more than 80,000 abandoned cars in the city streets.

And that total does not include the wrecks in Jeddah's four major junkyards, where their owners deal in a lucrative market of used spare parts. The junkyards hold between 15,000 and 20,000 cars. Apart from Jeddah, no other municipality has plans to remove thousands of wrecked cars.

They are apparently waiting to see how successful Jeddah's



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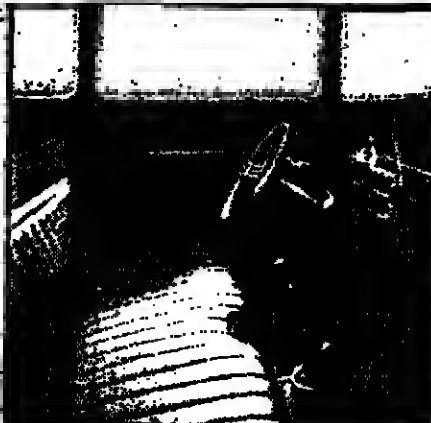
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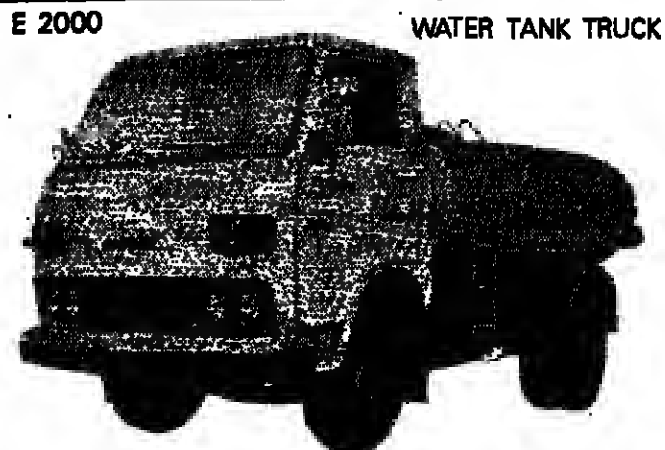
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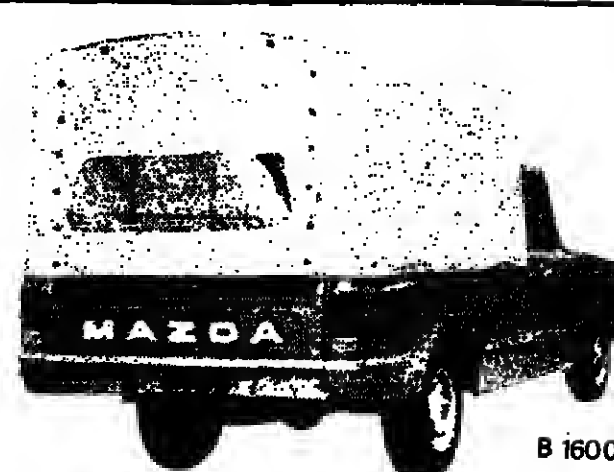
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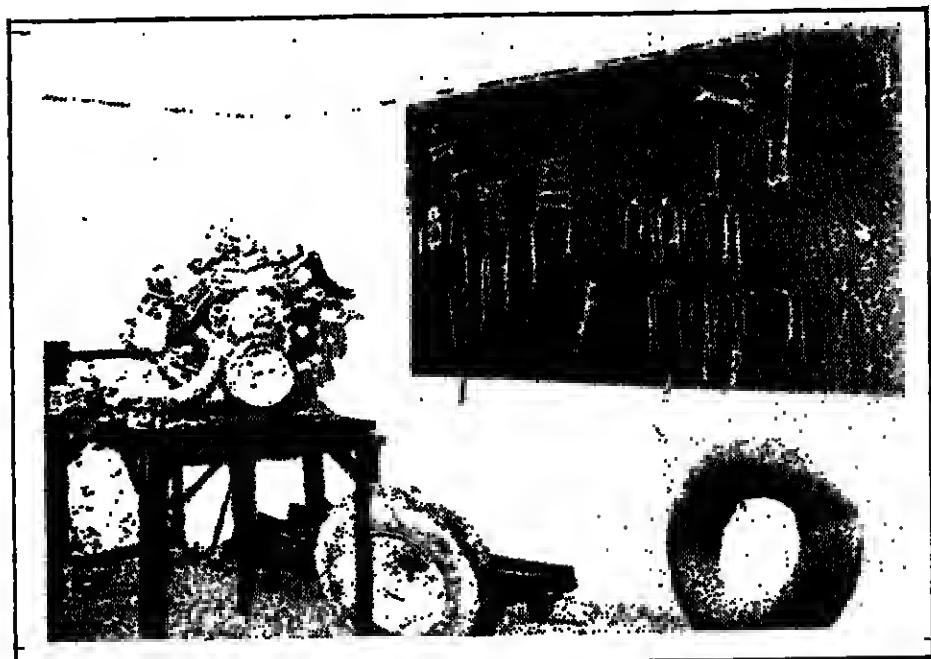
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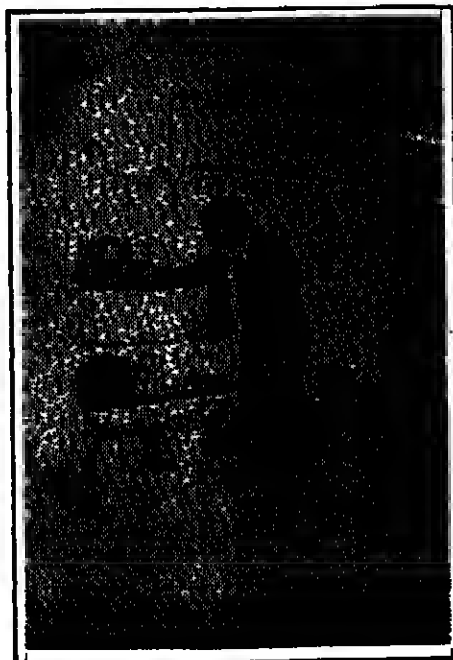
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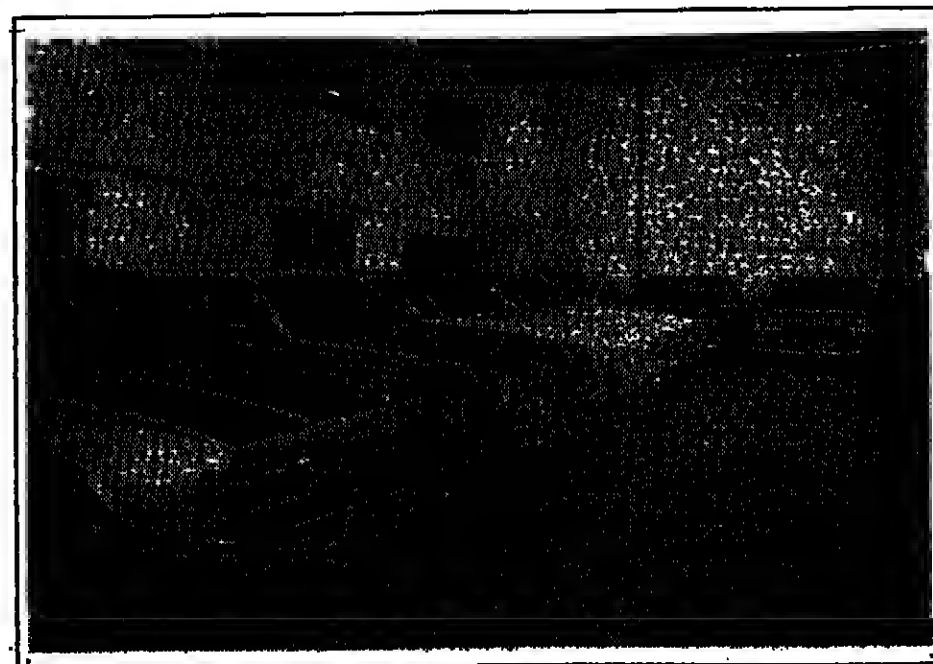
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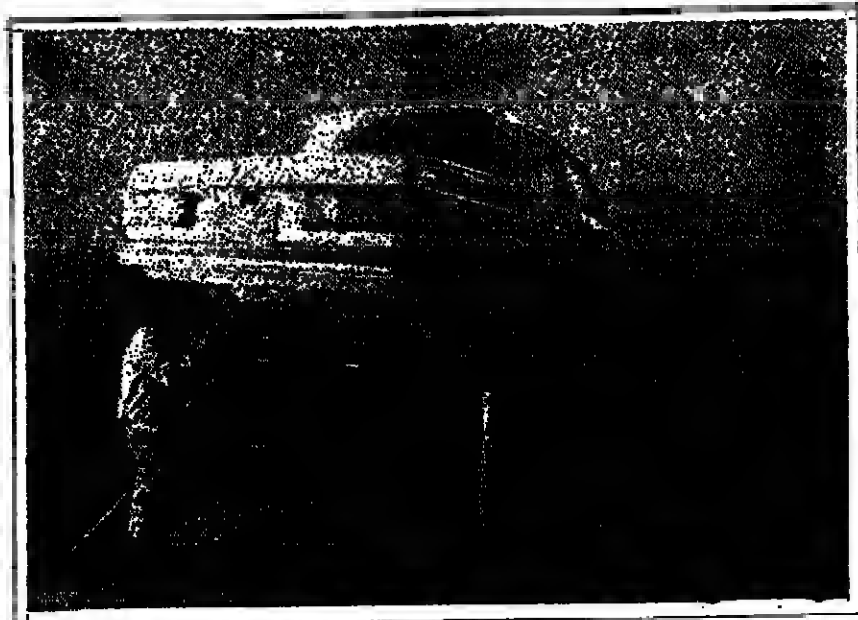
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Silver Wraith II

## Rolls Royce honors Ashmawi

By a Staff Reporter  
Few are the car dealers who are honored by Rolls Royce every year.

Sheikh Muhammad Ahmed Ashmawi, chairman of the Saudi Markets Ltd. (SAML) is one of those honored this year for being the largest distributor of the royalty car.

The books of Universal Motors, an offshoot of SAML show that 70 Rolls Royce cars have been sold in 1978 compared to 57 in 1977—making Universal Motors the largest distributor of RRs in the whole Middle East.

SAML has the reputation for dealing in the luxury market. It trades in diamonds and luxury cars and has the franchise for Aston Martin, Alfa Romeo and the \$60,000 Stutz.

Muhammad Thabit, general

manager of Universal Motors recounted how RR came to be marketed in Saudi Arabia.

"We had the franchise for RR cars for a long time but in 1972 we decided to stock the cars in Jeddah instead of passing on order to the U.K." says Thabit.

"We thought it was going to be a bad year for us. We started with an initial stock of ten cars and were afraid we would not sell any since we only sold three in all the time we had the franchise."

"But, in fact, we sold twelve that year and have gradually pushed the figure up yearly until the figure reached fifty seven for 1977."

Universal Motors handles six RR models—the Camargue, the Phantom 6, the Silver

Wraith, successor to the long wheel base Silver Shadow, the Silver Shadow 2 which is an updated model of the Silver Shadow 1, the Bentley and the Corniche saloon. The Corniche convertible is not considered an ideal car for a desert climate and is not marketed although there are two convertibles in the Kingdom.

It takes six months to build a Corniche or Camargue and three months to build a Silver Shadow. There is a separate color range for most of the models put out by the manufacturers but local popular colors are green, brown and cardinal red.

Although when ordering this car, a Saudi customer may specify additions such as a fruit juice bar, television set or telephone. RR is not ex-

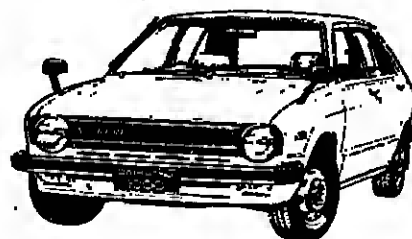
actly mean in its provision of the luxuries labelled 'standard specifications'. Alongside AM/ perhaps he does earn the right. Royce is equipped with a quadrophonic tape player, cigar lighters in each rear armrest and beside the front center stowage unit, roof lamps inside with a seven-second delay and an independent concentrated beam, map-reading light in the front and, of course an anti-theft device incorporated in the switchbox. The air conditioning system is automatic with separate temperature control for upper and lower systems.

The R.R. brochure which outlines what you get for your money, may give the impression the Rolls Royce buyer is getting an institution rather than a motor car.

# CAR OF THE YEAR

JAPAN GRAND PRIX AWARDED IN JANUARY 1978

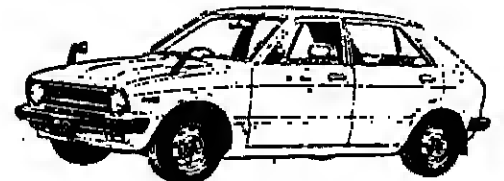
**DAIHATSU**  
**Charade**  
SPECIAL FEATURES GALORE



This year, a record 1,250 entries were submitted for the Car of the Year Award sponsored by Japan's "Motor Fan" Magazine. And the Grand Prix Award went to the Charade — an astonishing accolade for a truly astonishing small car. What's more, the Charade had only been on the market for three months when it received the award.

"The Charade won this award because it gets back to the original principles of the compact car. It's a model of engineering and design. All this and extremely low fuel consumption too. The Charade defies criticism."

*The Mainichi Newspaper (19/1/78)*



"This car contains a host of new and daring ideas ... every compact car from now on will be judged against it. In short, the Charade was right, right from the beginning."

*The Automobile Daily News (17/1/78)*

A compact, economical car designed for practical, easy and affordable motoring.  
The compact Daihatsu has a pleasing exterior, a comfortable interior and a size that cuts down parking worries.



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## Award for 3-cylinder Charade

By a Staff Reporter

Last year a record 1250 entries were submitted for the Car of the Year Award sponsored by Japan's "Motor Fan" magazine. The Grand Prix Award went to Charade which is produced by Daihatsu. The astonishing part of the award is that Charade had been on the market only three months. The judges of the Car of the Year Award represent engineers, designers, professional drivers and automotive experts in Japan. Its makers claim it to be a thoroughly practical car. "It has none of the extravagant trimmings or unnecessary body work that decorate larger cars (and burden the price, they hasten to add). Yet it has all the spirit, energy and flexibility that denote a special car." For its class, it's one of the cheapest cars in the world. The price starts from SR 10,000, a bargain anywhere any time. The Charade has the world's first 3-cylinder, 4-cycle engine, its 933 cc engine is enough for a light compact car and it weighs less than 700 kg.

This is not the only unusual feature about the Daihatsu company whose agents in Saudi Arabia are Messrs. Hamad Al-Nasser Al Hatlani and Bros., Kilo 7, Mecca Road.

Assistant General Manager Said Hatlani, a graduate of Cornell University, said that since they got the agency in 1966 they have been concentrating on the small to medium vehicle. "Thus we went in, for the mini pickup and the two-ton pickup which are the best selling in Saudi Arabia," he says. "The idea is to provide a man with a small truck for a small price that he does not have to buy one for SR 70,000. We also provide the small contractor with a small tipper, a small truck, a small winch, a small water tank... all of which for a total value of SR 100,000. You can buy 12 of our trucks for the price of one large truck," he adds. Now a farmer can use his truck in the day and drive his wife and child to town in the evening using the same truck. Instead of hiring a water tank-



truck every time he wants to supply his site, he can now buy a small one from us with a capacity of 2,200 liters (500 gallons) and save money. In the same way, Daihatsu supplies the 4-wheel drive Jeep, which is smaller than the Toyota and bigger than the Suzuki. It was judged the best Jeep in Australia. Their proudest models and best selling ones as well are the 55 Wide Cab, Delta Mixer

Trucks, Delta Crane Trucks, Delta Tipper and Delta Trucks, including the 55 Wide Cab Van.

Hatlani are expanding their service and spare departments by the construction of stores at their compound in Jeddah, in Riyadh and the eastern region.

Hatlani are also agents for the French-made trucks Savi and Berliet. (F.M.L.)



## DAIHATSU 4-Wheel Drive The tough terrain animal that's also a fun ride



Tough built Daihatsu 4-Wheel Drive is a rough terrain vehicle that doubles up as a fun ride on weekends and vacations.

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موتو 929



## Datsun: Vastness and good organization

By Farouk Luqman

The first impression that is left by a visit to Datsun in Saudi Arabia is one of vastness and good organization. The company has a huge headquarters office in Medina Road, to which is attached the garage, workshop and spare parts divisions. On the ground floor is the showroom which contains 60 cars from tarpaulin-covered jeeps to sleek airconditioned saloons. On the first floor lie the offices along clear corridors.

During 1978 Datsun imported 60,000 vehicles. Their range is varied and wide. They import 15 commercial and 15 passenger models. And they own a SR 30 million headquarters in Jeddah that is one of the best equipped in the country. They are unique in that alone in the Middle East they have what they call a pre-delivery inspection system situated at the quarantine area in Jeddah. There all cars that come off the ships must be inspected before they are okayed for sale. Every facet of the car is checked for efficiency and road worthiness. Vice-President Asaad Muhammad Kindeel said that the company is genuinely proud of its achievement in this field.

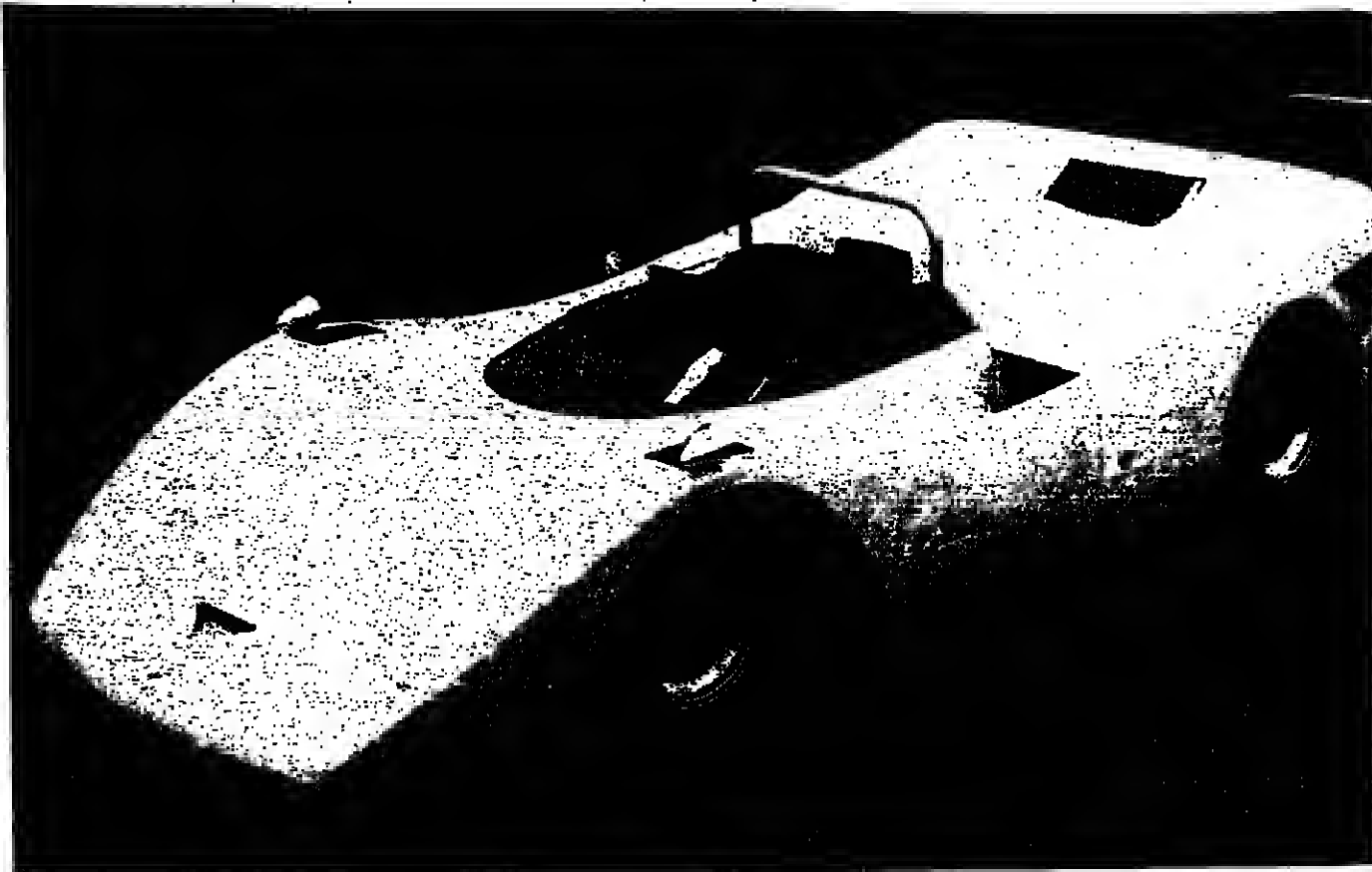
The organization was established in the name of Siraj H. Zahran and Co. in 1952. In 1960 the company acquired the sole distributorship of Datsun/Nissan for the Kingdom.

dom. In its first year of operation the company sold 125 vehicles.

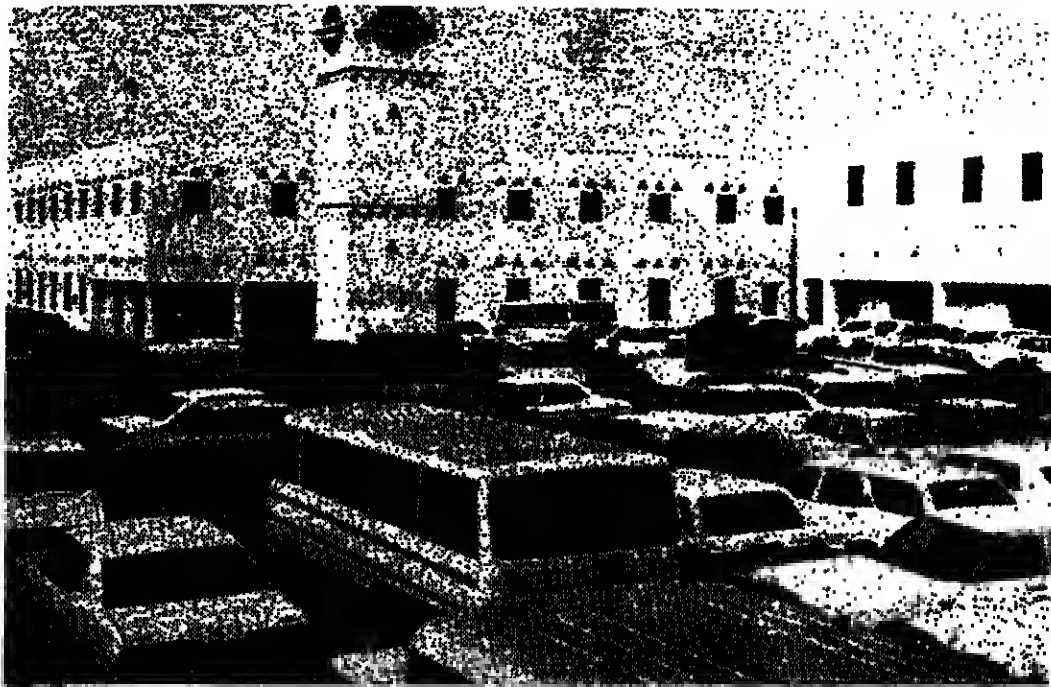
The company has a modern training school in its Jeddah offices for Saudi boys aspiring to work in the automobile field. Their training includes maintenance which comprises body work, electrical and mechanical repairs. Besides, the company sends six groups a year to Japan for training in various fields. Other training facilities include spare parts, storage and salesmanship.

With distributorships all over the country, the company is well-placed to offer its cars for sale within easy reach of population centers and provide fast spares and repairs services. Its head office in Jeddah which was built in the old Saudi style of house architecture, was built on 30,000 square meters of land and took four years to complete. The cost of the land in such a section of Jeddah is not known but the total must be in the scores of millions. Besides, the quarantine area stores occupy an area 200,000 square meters. A branch will be ready in Abha, in the south in six months complete with all the services that the company offers to customers in Jeddah. Another will be opened in Medina, in addition to those already operating in Riyadh, Qasem, and Dammam.

The head office alone has 470 employees.



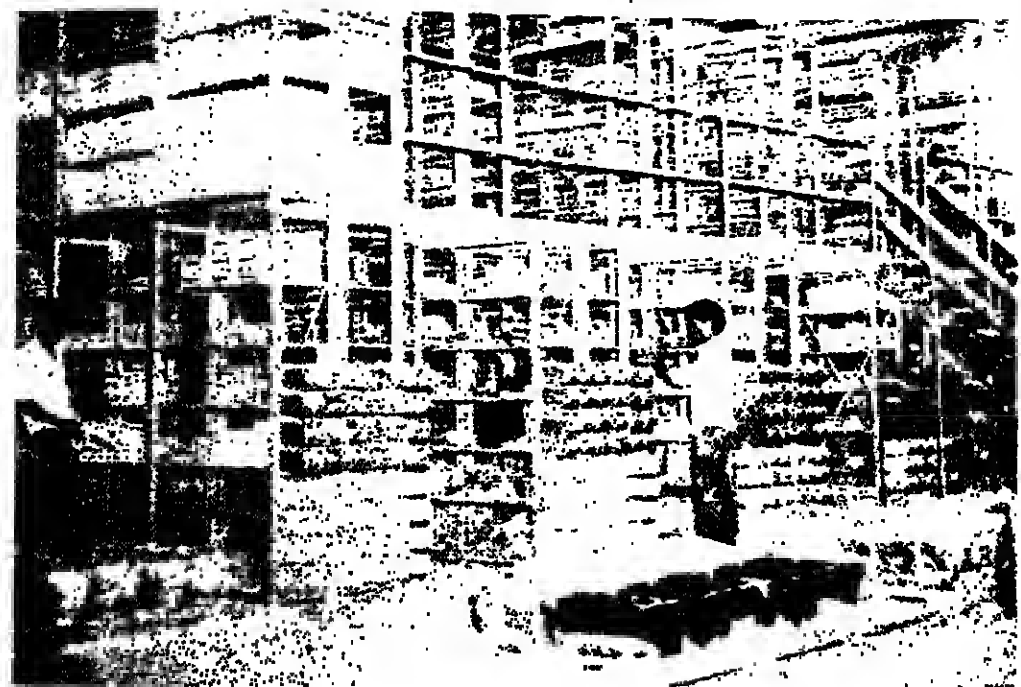
Nissan R380



Datsun headquarters and spare parts



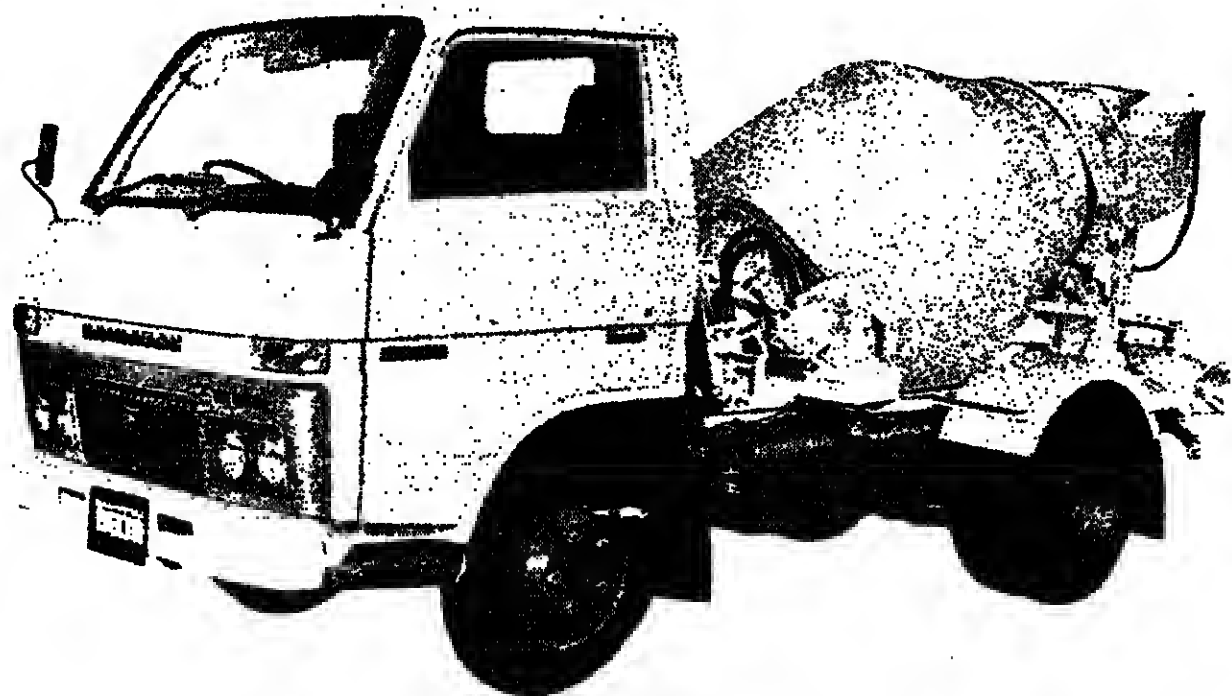
Sheikh Asaad Qindeel, vice president of Siraj Zahran (above) and new Datsun models (below)



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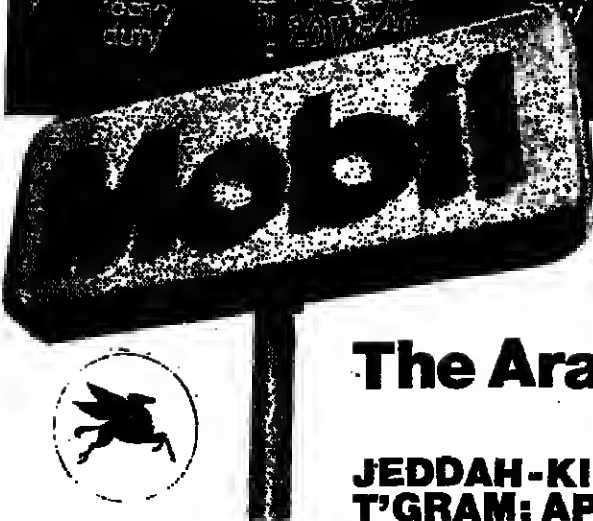


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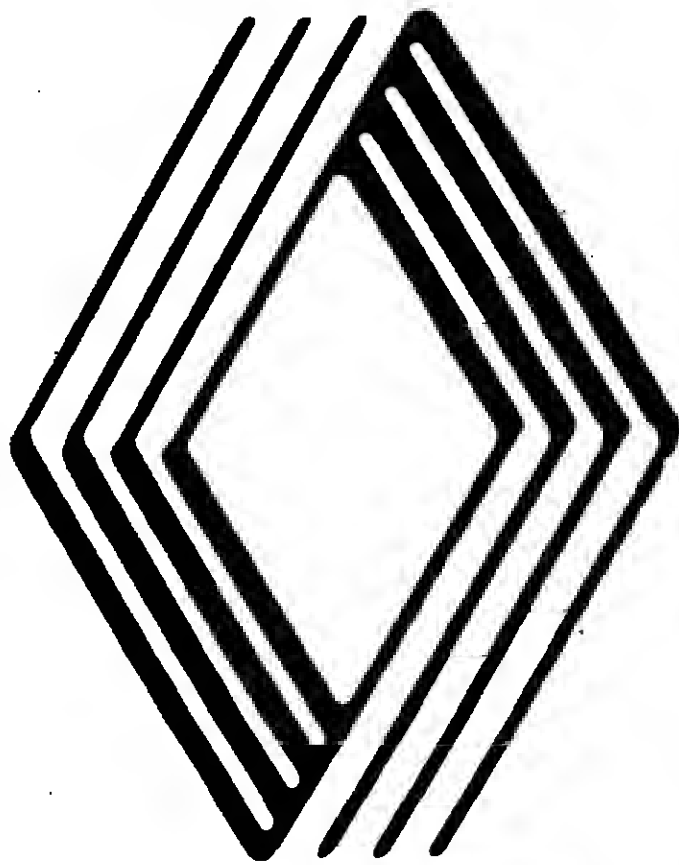
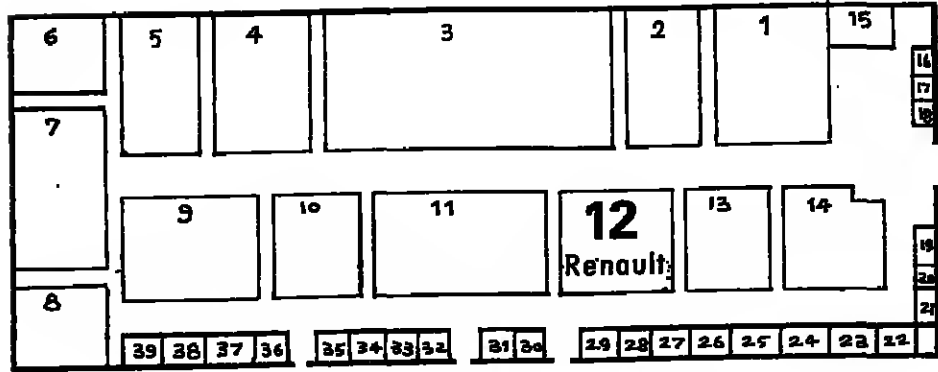
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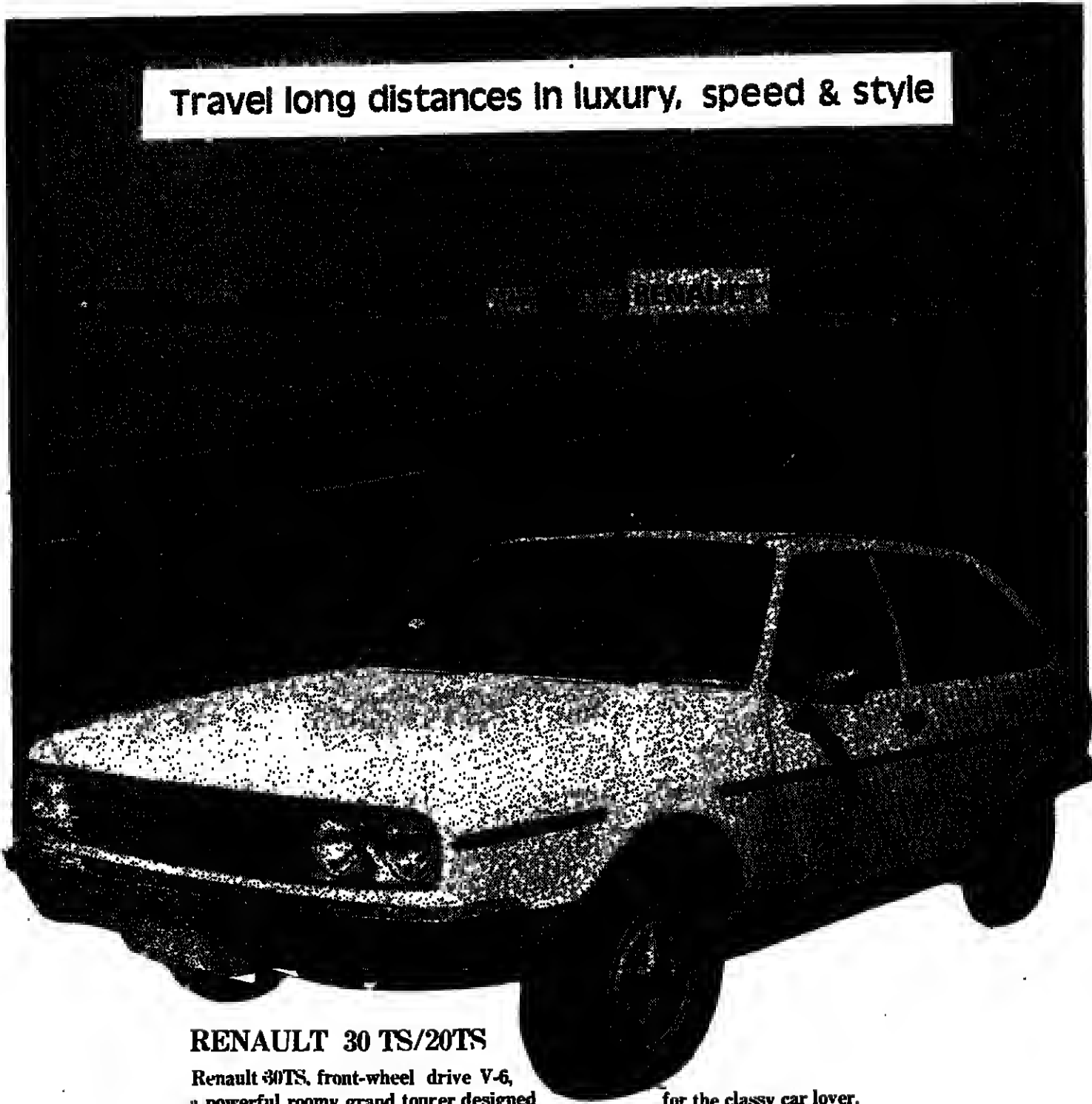
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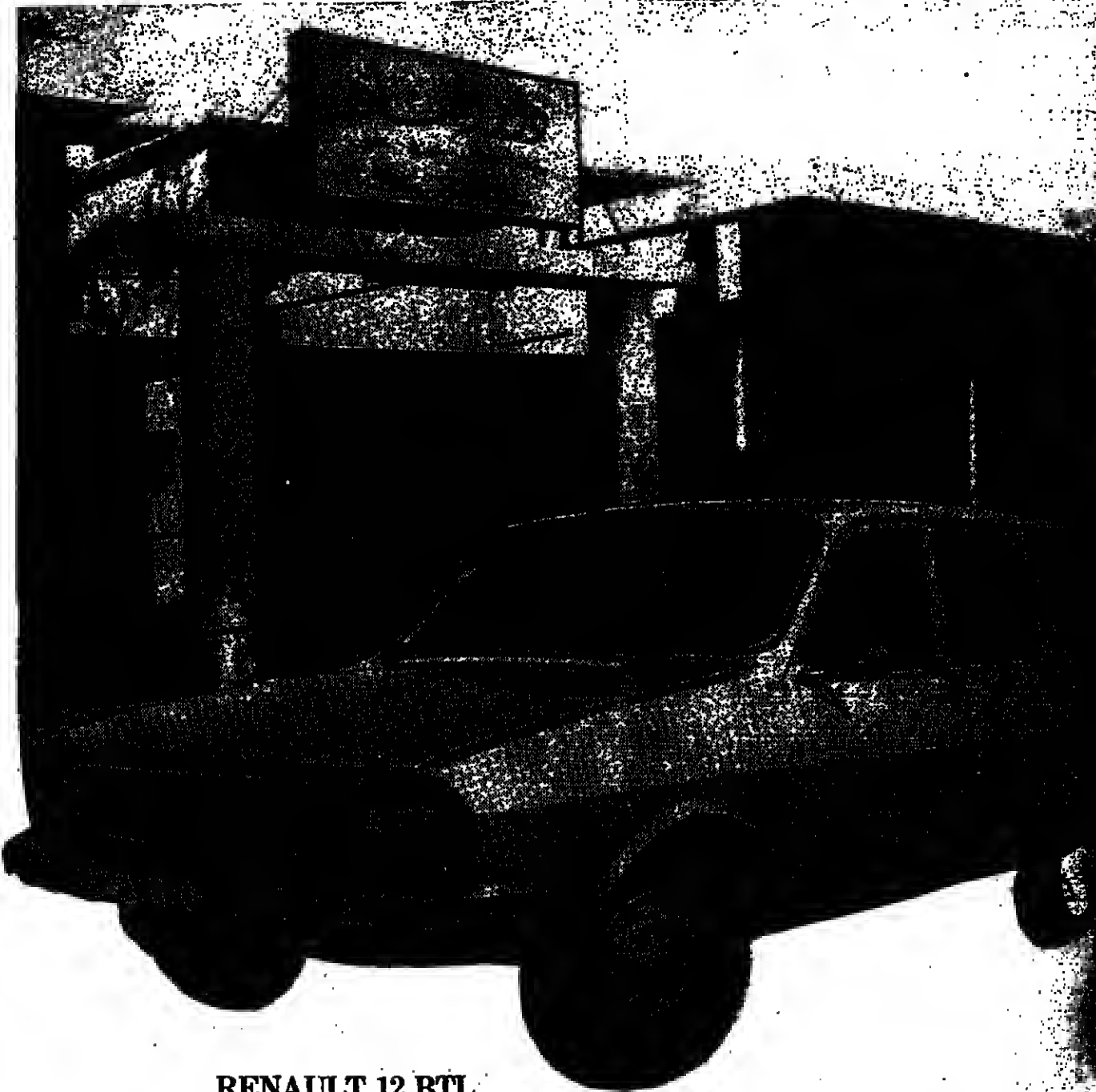
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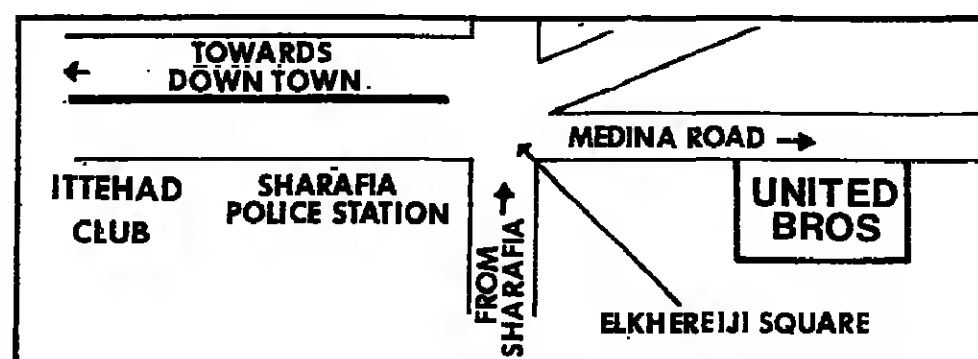
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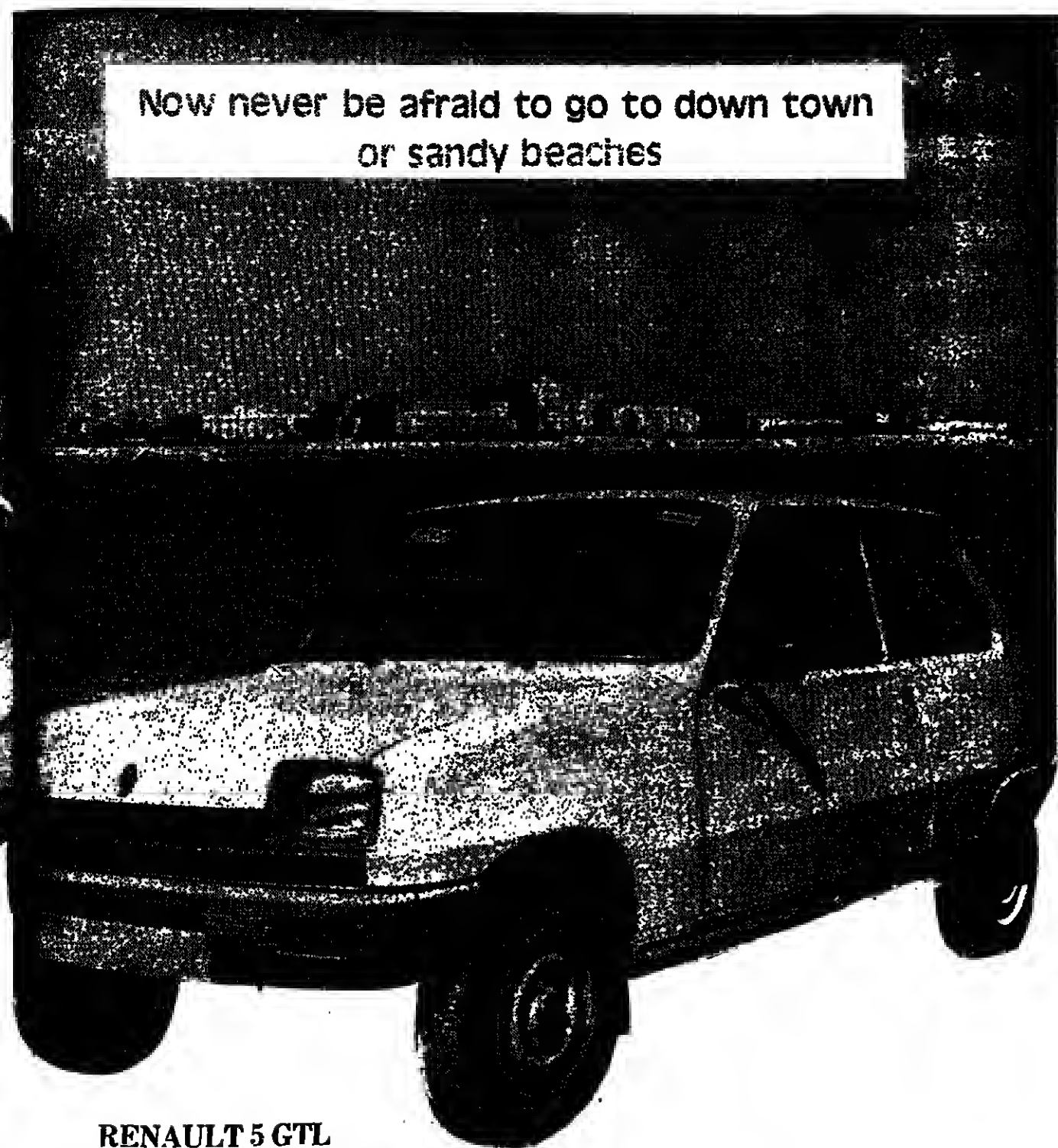
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## Volvo 240 series sells most

By John Close

The Volvo has long been known as a robust car but even the healthiest of automobiles needs tender loving care. National Automobiles' new maintenance shop, which is developing into a car clinic equal to any in the world, should ease the nagging fear of any prospective buyer or car owner in Jeddah — where to get service.

"Very soon now we won't have to turn anyone away no matter what he needs," says Len McDermott, manager of the Volvo maintenance center on Palestine Road (East) past Prince Fahd Bridge.

The shop already has four 4-poster tandem ramps which lift the car high enough for a mechanic to stand underneath it to work. McDermott now has six filters, or mechanics, and a total staff of sixteen. He hopes to expand to a staff of twenty after a recruiting trip to Taiwan.

All mechanics go to Sweden or Germany once a year for advanced training. Labor charges are SR75 per hour at the Volvo center.

Last month the center completed 290 jobs, well above its monthly average of 200. McDermott's express service is his most popular, handling about 12 emergency jobs a day. "If a driver needs a fan belt or a slight repair we often do it on the spot while the customer waits," the manager says. About ten per cent of his service is set aside for people from out of town. "They just can't be told to come back some other time. They need to get on the road right away."

McDermott plans to open a body repair section soon which he trusts will be busy, profitable and popular among Jeddah drivers.

The Volvo center, in addition to bringing in some of the best garage equipment in Jeddah, has also imported that time honored expression that the customer is always right.

One of the chronic problems McDermott noticed when the service center first opened in July of 1978, was the development of bubbles on the windshield of Volvos unprepared for Jeddah's excessive summer humidity. He replaced them all free of charge, regardless of the age of the car. "We don't argue with the customer. If he comes in with a problem and it's our fault, we solve it."

A Volvo comes with a year warranty regardless of mileage. This is honored at the Jeddah center. Glancing through his records, McDermott listed a six-month-old car with 16,000 miles, a 10-month-old car with 18,000 miles and an eight-month-old car with 11,900 miles all of which were serviced at no charge to the customer under the promised warranty.

McDermott will soon be initiating a free check-up program. He and his staff plan to review their records regularly, contact customers whom they have not seen for several months and send them a

top of the line, costs approximately 37,000. Kandil sold 610 of this series in 1978.

The 265 costs SR41,000 and the most expensive Volvo of them all, what Kandil calls the "queen of cars" sells for SR120,000. It is the 264TE. Two hundred of the 260 series were sold in Jeddah last year.

One of the more interesting features of a Volvo is the left foot rest for the driver, designed so that both feet are on the same plane, reducing fatigue and muscle strain. All basic controls, the turn indicators, light dimmers and windshield wipers are on the steering wheel, a feature American ma-

chine. Power steering is optional in a car which can turn 360 degrees in a 32-foot 2-inch circle. All models are equipped with a front stabilizer bar to minimize body roll in cornering, as well as a complementary rear bar for further stability.

Michelin xxx or xx steel-belted radial tires are standard equipment for all models. Volvo also has disc brakes on all four wheels instead of the usual two on the front. Ventilated front disc rotors are added to keep the brakes from overheating.

Volvo's triangular-split braking system was introduced in 1966. The two front wheels and one in the rear are served by two independent circuits so that should one circuit fail, only one rear wheel would be affected.

The 240 series uses the B21F Volvo engine, a 2.1 liter overhead camshaft in-line four with 107 horsepower. This engine has continuous fuel injection. Its exhaust system automatically senses the amount of unburned oxygen in the exhaust flow and regulates the fuel accordingly.

The 260 series is equipped with the B27F engine, an overhead camshaft V-6 with 127 horsepower.

The 240 series gets about 28 miles to the gallon and the 260 series gets 24 miles on the highway, an issue to which drivers in Saudi Arabia need not attach much importance.

McDermott believes that the safety of the Volvo car is its most attractive feature. U.S. National Highway Traffic Administration studies have rated the Volvo 244 sedan the safest car in its class.

Volvo introduced laminated windshields, as standard equipment in 1944. Three-point, crossed safety belts which lock on impact were developed as early as 1959.

All doors are reinforced with tubular steel bars. The front and rear sections of the car are designed to crumple and absorb the force of a collision without transferring it to the passenger section. The fuel tank is located in front of the bumper. Volvo's steering wheel retracts. It has a small accordion section to absorb impact and its angled joint folds under pressure.

manufacturers have yet to emulate.

Both the 240 and 260 series have Volvo's 12-outlet ventilation system with defrosters for side windows, one-way exhaust vents under the rear window to remove smoke and separate vents for the rear seat.

The 1979 model is equipped with a newly designed ventilation unit which, McDermott asserts, is 35 per cent more effective than the old system, says McDermott.

Another improvement added to the 1979 model is the gas-filled shock absorber which makes servicing and repair easier than before, says the service center manager.

There are also more interior options in the 1979 model. Leather upholstery is available for all models as are rear headrests, children's seats and harnesses and adjustable, or "floating" steering wheels.

Both Volvo's 240 and 260 series are equipped with McPherson strut suspensions, coil springs and rack and pinion steering which, with its fewer moving parts and joints affords greater accuracy and res-



remainder to come in for a free inspection. Should the customer decide to buy a new car, McDermott's center will give him a free estimate of the turn-in value of his old one, an exchange service quite rare in Jeddah.

In this way, McDermott hopes to start a ten-year plan for each car sold, rather than the customary three to four year ownership per customer. It will also increase sales, McDermott hopes.

"Our average customer in the Western Province is a three, four or even five car man. We hope to turn all those cars into Volvos."

Sheikh Amal Kandil, the owner of Jedco of which National Automobiles is a subsidiary, stocks his showroom across from the Sheraton with Volvo's full range of models designed to suit the more economically minded customer as well as the wealthy businessman.

Volvo's 240 series, the less expensive, sells the most, Kandil says. The 244DL runs about SR30,000 and the 245GLE, the



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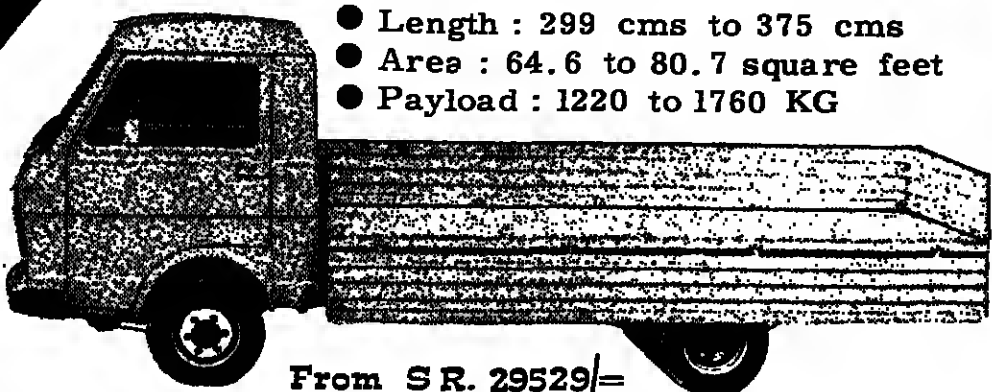


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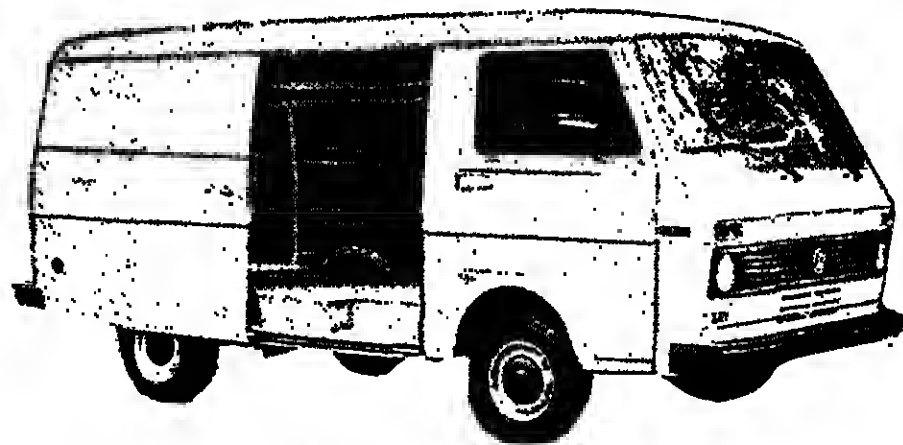
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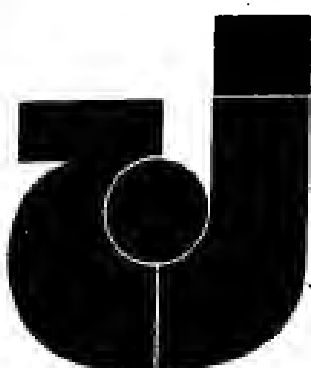


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## Jamjoom: The Flagship of Peugeot fleet

By Tim Sisley

Before the Jeddah to Taif road was built the desert route was plied by old Ford and Chevrolet station wagons from the 1930s, known to all from their plywood panelling in Arabic and English, as the "box". The modern highway came and the taxis became Japanese, but the name lingers.

The Peugeot box, the 50-family estate, accounts for some 80 per cent of all Peugeot sales in Saudi Arabia. Farouk Jamjoom of Mohd. Nour Salah Jamjoom Brothers on Mecca Road in Jeddah, the Peugeot agents for the west of the Kingdom, says that it sells mainly to large middle-class families, who with foreigners who have known Peugeot in Europe and Africa, make up most of the Peugeot market.

Selling for about SR26,000 without air conditioning and some SR29,000 with, it has three rows of forward-facing seats and a 1971 cubic centimeter engine. Jamjoom suggests that one good selling point is that the resale value of a "box" in good condition up to the end of the second year of ownership will be unlikely to be less than 90 per cent of the original price.

Ten months ago the Jamjoom family concern in Jeddah that dealt in Peugeot and Hino trucks from Japan split up into two separate entities, to allow more scope for expansion. There is now no commercial relationship between them.

Since then Peugeot has had a good year, with a growth rate of between 15 and 20 per cent over 1977, selling some 2,000 vehicles. The reorganization gave Peugeot twice as much space for stocks and workshops, and more expansion is planned for this year.

A representative has already been found in Khams Muhsait, and Jamjoom is looking for one in Medina. A new bodywork shop is being built at the moment, and new workshop equipment is to be installed.

In that expansion there are hopes pinned on a model new to the Saudi market, the Peugeot 305. It is a 1,500 cubic centimeter front wheel drive



Sheikh Farouk Jamjoom

four-door saloon with independent suspension. Aimed at the middle of the range of potential customers, it sells for about SR27,000 with radio and air conditioning and around SR22,500 without either.

It is available now at Jamjoom's. The model was introduced in Europe early in 1978, and it had been hoped to bring it to the Kingdom in April of last year. But it was so successful in Europe, having sold 150,000 already, that there were simply none left for anyone else.

Jamjoom's also handles the flagship of the Peugeot fleet, the 604, limousine. At about SR44,000 for the automatic version and around SR42,000 for the four-speed manual, it has a 2664 cubic centimeter engine and twin carburetors, it is capable of 185 kilometers per hour.

At the other end of the range is the Peugeot 104, a five-door hatchback that sells for some SR17,000 without air conditioning. It has independent suspension and dual circuit braking. The 504 saloon, a sister of the "box", sells for about SR27,000 with air conditioning and some SR25,000 without. Jamjoom also sells

some 504s converted into ambulances.

A pick-up, the Peugeot 404, is available for around SR20,000, but the manufacturers admit that in comparison with Japanese pick-ups available here it is expensive. The Peugeot 17 is a utility vehicle that can be bought as a small bus, a van, a caravan, an ambulance, a pick-up or a horsebox. Jamjoom's has at least one as a demonstration model, and it can then be ordered from France.

Jamjoom says he holds enough stock to cover most needs, and across the whole Kingdom there is about three month's supply in reserve. Unless some unusual specifications are wanted, delivery can be immediate. Only radios are fitted here: all other accessories such as air conditioning or tinted windows being put in by the factory in France as standard equipment on many cars.

There are 30 mechanics and technicians working in Jamjoom's shops. Visiting mechanics from France come to train workers, and Peugeot is to start a Middle East service school in Abu Dhabi, to which Jamjoom will send men for three or four-week training courses.

The cars Jamjoom sells are given a free service after 1,000 kilometers, and he says that he will bear the responsibility for any technical fault, to the extent of replacing an unsatisfactory car. Both mechanical and body treatment are available, and depending on how many people are waiting it would be usual for such a problem as an exhaust pipe needing replacing to be done on the same day. Twenty people work in the spare parts department and there are six months' worth of stocks of every part.

Jamjoom says that his workshop does not make a profit. His charges will only cover the expenses involved in running the facility, as it is more important to get a good name for Peugeot cars and their service.

The Peugeot agency for the Eastern Province is held by Auto-Marketing in Al-Khobar, and for Riyadh by Abdul Aziz Asselem. Both are expanding. Auto-Marketing will complete a new garage in March and the Riyadh dealers are now starting work on a new site on the main road to Dhahran to house all its facilities, including a workshop where three of the 30 mechanics are French factory-trained.

But there is one problem that Jamjoom has not suffered from that is facing the Riyadh dealers. Although the French factory has put up its prices in the past year by nine per cent, the fluctuating exchange rates of the latter half of 1978 have meant that prices to Saudi buyers have gone up between 15 and 20 per cent. Jamjoom's sales have apparently not dropped significantly as a result, but Asselem's have.

Peugeot is a family business, with family members holding about 42 per cent of the shares in the group formed by Peugeot-Citroen's takeover in January of the Chrysler operations in Europe. After that move the company became the world's sixth largest car manufacturer after General Motors, Ford, Chrysler U.S., Toyota and Nissan. In Europe the group has 20 per cent of an annual market of 10 million cars; its nearest rivals, Ford of Europe and Renault, have less than 15 per cent each. It has an aggregate capacity of two million cars and trucks a year.



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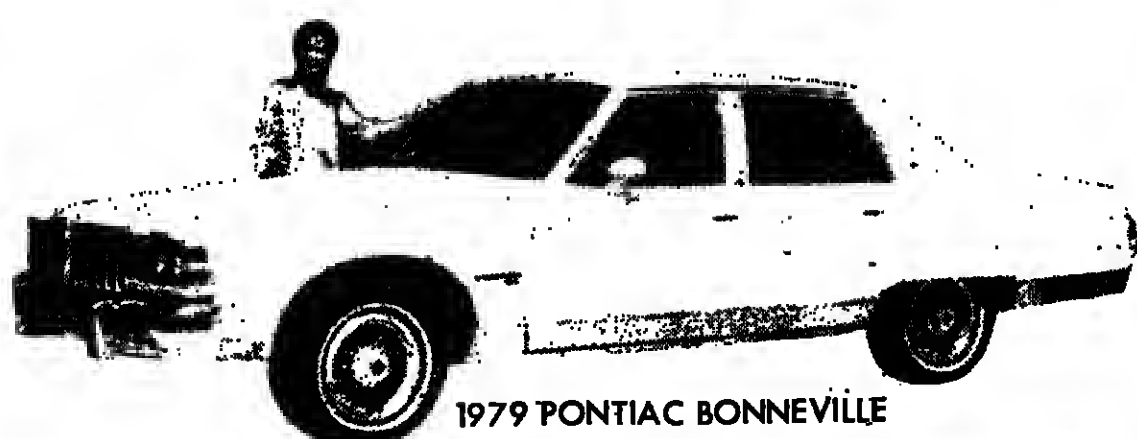
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## THE ROAD IS OUR SHOWROOM



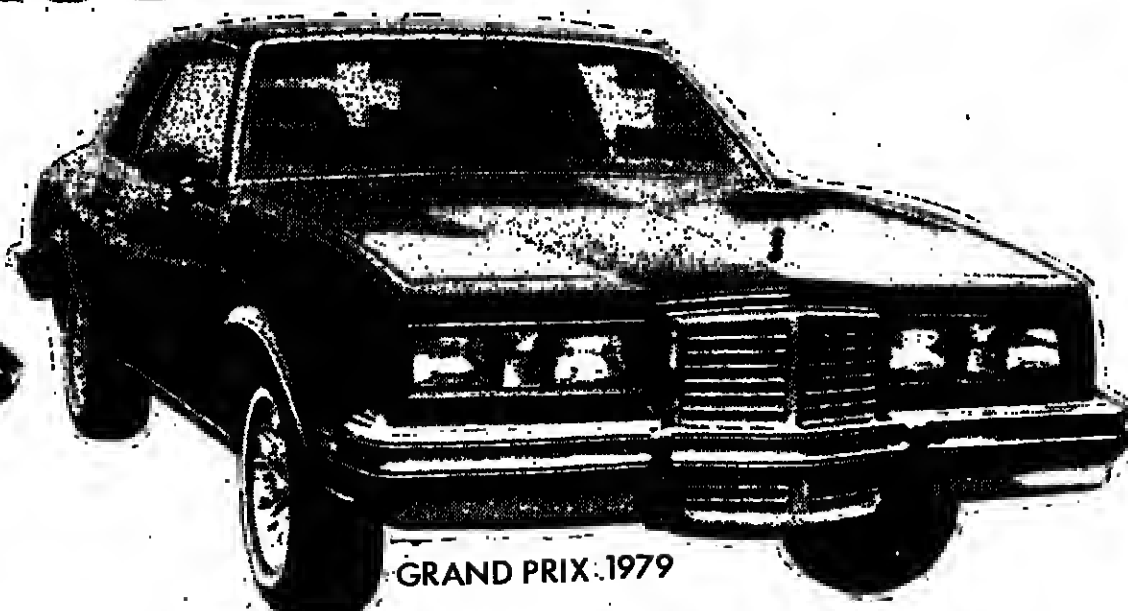
1979 PONTIAC BONNEVILLE

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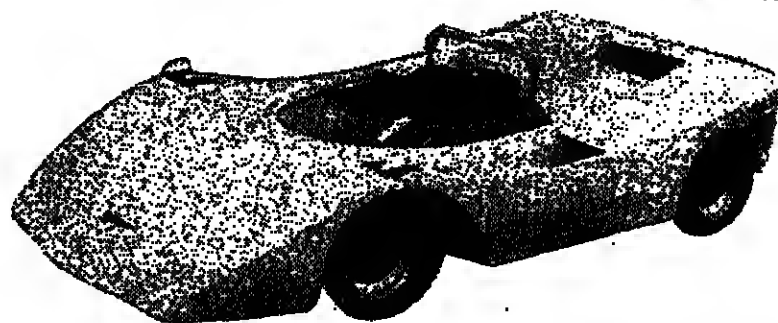
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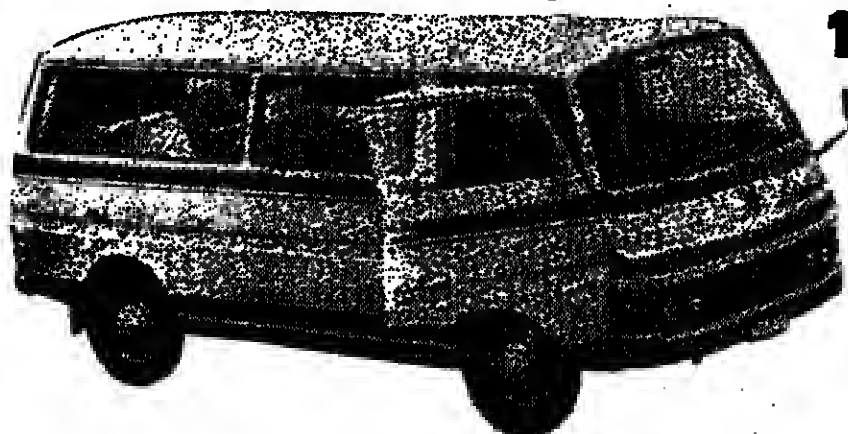
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## Mazda sales up 20 per cent

By a Staff Reporter

Haji Hussein Alireza Co. Ltd., Saudi Arabia's largest importer of passenger cars, according to its general sales manager David Ewer. In the first ten months of 1978, its Mazda imports accounted for 35,000 of the 212,000 vehicles brought into the Kingdom.

With sales some 20 per cent up in 1978 over 1977, Haji Hussein Alireza sells about 3,500 vehicles a month, and apparently shows a steady growth rate.

The Mazda factory in Japan is approximately as small as the BMW plant in Germany, and although the evidence of the Kingdom's streets might be to the contrary it has an output far smaller than those of the giants of the Japanese car world. The models supplied, although popular, are accordingly limited in range.

The most sought after model, the sales of which make up around 90 per cent of the vehicles Haji Hussein Alireza sells, is the Mazda 929L. It is a four-door sedan easily recognized by its solid look, with an 1970 cubic centimeter engine. A variant, the 929L Limited, has more swept-back sporty lines. With air-conditioning, the Mazda 929L retails for SR 19,500, without for SR 17,000, the Mazda 929L Limited with air-conditioning for SR 21,000 and without for SR 18,000. Ewer says that the 929, in those and earlier models, has sold more units than any other car in Saudi Arabia.

Although the 929L has four forward speeds in its gearbox, it is possible to obtain five with the 929L Limited. There are some useful touches to the interior of the Limited that one tends to expect only in more expensive cars: the wing mirrors can be adjusted from the inside, the clock is digital quartz, and the windows are electrically operated. Perhaps best of all, a warning panel lights up in case of fault in the side-lights, license plate light, either brake light, brake linings, or



Sheikh Hussein Alireza, flanked by a Mazda dealer and a representative of the Japanese manufacturers at the opening of the Mazda service department.

vacuum booster; and if the windscreen washer, battery or fuel tank are empty.

The other passenger car Haji Hussein Alireza now offers is a four-door hatchback, the Mazda 323. The two-door model is not available in the Kingdom. With a 1300 cubic centimeter engine, it can be bought with air conditioning for SR 15,000, and without for SR 13,000.

Haji Hussein Alireza is shortly to introduce a new model, fitting into the gap between the 929L and 323. The 626, will be available in two or four-door versions, with 1600 or 1800 cubic centimeter engines.

Ewer sees his competitors as principally Datsun and Toyota, and attributes his company's holding its own against them in part to active marketing and frequent advertising. But he says that the Mazda passenger car is a quality vehicle.

The fall of the dollar and the phenomenal rise of the yen last year dented Japanese motor manufacturers' sales in many markets Ewer says that his prices have gone up some 15 per cent in the past year. He agrees that some people may have been put off by the increased costs of buying a Japanese vehicle, but sales rose by 20 per cent over the same period. There is a caution, though, that the company pays for the cars at the exchange rate prevailing when the ship docks, so any quotation can only be approximate.

Haji Hussein Alireza keeps

between 4,000 and 5,000 vehicles in stock in Jeddah alone, in pounds across the city from Kilos 2 and 24 of Mecca Road to south of Petromin, and Ewer says that supply of as good as any model is immediate. In this he is helped by a limited selection of colors that relies on red, white, blue and silver.

No accessories are fitted in Saudi Arabia, and it consequently takes no more time to supply a car with stereo radio and cassette player, air conditioning, inertia reel safety belts, electrically-operated windows, power steering, a five-speed gearbox, electric wing mirrors and electric trunk and petrol cap opener. Many of those are anyway fitted as standard.

Ewer sees the public in Saudi Arabia as coming to realize that availability of servicing and parts is a major factor in selecting a car to buy. He is proud of his service department at Kilo 11 on Jeddah's Mecca Road, which has now been fully operational for some 12 months.

The department employs 40 mechanics, two of whom are factory-trained Japanese. Although it concentrates on mechanical repairs rather than fixing body-work damage, panel-beating is available, Ewer says that a repair on the scale of replacing a clutch can be carried out on the same day. Same day servicing is available, and Ewer says people find it a pleasant surprise that the place costs no more than the small repair shop.

Apart from the passenger cars, the company also deals in buses, a truck and pick-ups. Ewer sees as those mainly interested in the Mazda passenger range as up-market purchasers, those of the higher end of the medium-size range or the lower end of the American car range — much the same people, he says. "as would buy a Ford Cortina in Britain."

By contrast, the pick-up customers are largely country people or those who need to deliver in cities. It is a workhorse. (TS).



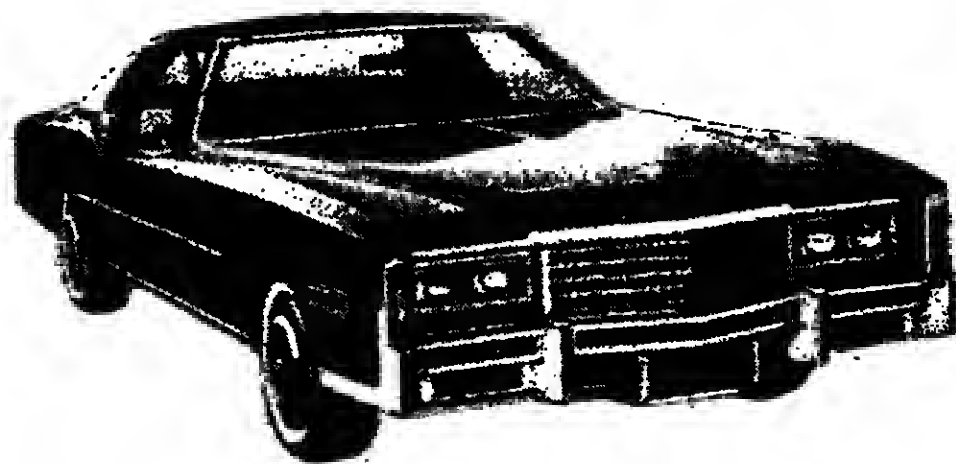
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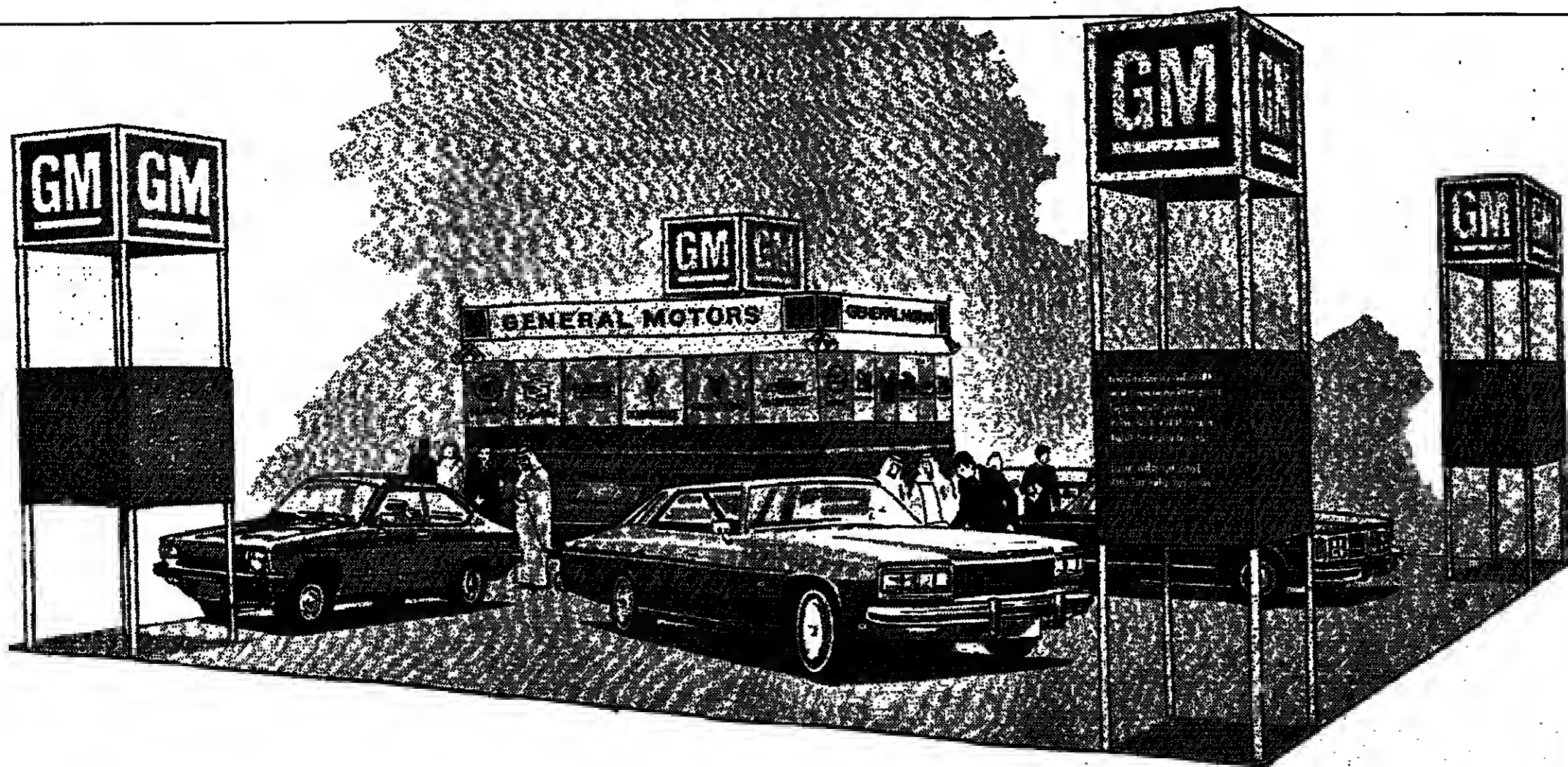
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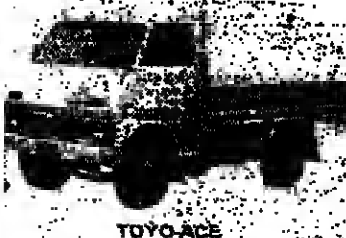


## A success story called Toyota



Sheikh Abdul Lateef Jameel

The company encourages spare parts distributors by financing part of their investment so that Toyota parts may be available in as many places in the country as possible.



TOYOTA ACE

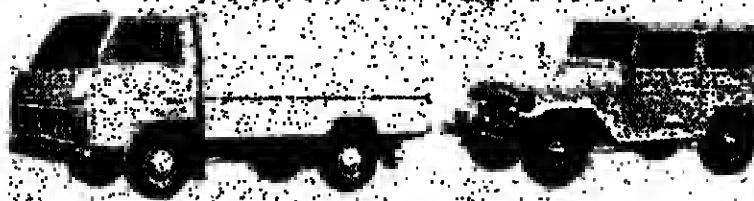
"Ours is the largest car company in Japan and the second in the world," Abdul Lateef Jameel says. "As the largest importer in Saudi Arabia we feel duty bound to make our spare parts available to anybody easily and cheaply."



COROLLA

Large store at Medina road and a complete workshop which cost millions to build in addition to a training school for Saudi boys wishing to join the business.

Toyota produces 14 models. These are Corolla, Carina, Celica, Corona, Cressida, Crown, Hi-Lux, Stout, Coaster, Landcruiser, Dyna, Hi-Ace, Toyo-Ace, Toyota Trucks. As though this is not enough, these models have 93 versions to choose from. (F.M.L.)



DYNA

LAND CRUISER



COASTER

By a Staff Reporter

Sheikh Abdul Lateef Jameel sat well back in his chair at his modest office near the Chinese embassy in Jeddah to reminisce about a success story called Toyota. He won the agency for Saudi Arabia in 1955, five years after Toyota had started post-war production in Japan.

Sheikh Abdul Lateef says his first order was for ten four-wheel drive cars at the request of the company which was anxious to establish a

foothold in the Saudi market. Most car imports those days were four-wheel vehicles because of the dearth of motorable roads. "Imagine," Sheikh Abdul Lateef adds, "we could not sell those ten vehicles in the first year of the agency, but slowly we began to sell more. When we sold thirty vehicles in one year we congratulated ourselves on the success. Gradually, we increased our sales until we were able to dispose of thirty

vehicles a month. This was a watershed, we told ourselves."

In 1963 Abdul Lateef Jameel began importing lorries and a year later a few saloon cars. The figure continued to rise to 100,000 vehicles a year making Toyota by far the largest selling car in the Saudi Arabian market. During 1977, the company sold 115,000 vehicles giving it a 47 per cent share of the market or nearly half the total number of all vehicles entering Saudi Arabia for sale every year. The number of Toyota cars imported into Saudi Arabia represents nearly seventy per cent of all Toyota cars sold in the Middle East.

Abdul Lateef Jameel employs some 1400 people as of November 1978 and he has offices and branches in Jeddah, Riyadh, Dammam, Hofuf, Taif and Mecca in addition to dealers all over the country.

## Experts advice on desert driving

By a Staff Reporter

From the homemade Volkswagen dune buggy to the over SR 60,000 British Leyland Range Rover, the desert vehicle is a natural in Saudi Arabia with its long stretches of sand and numbers of people with leisure time and money to spend on recreation. The buyer has several to choose from in this area. American cross-country products include the General Motors Corporation Jimmy, the Chevrolet Blazer, and the International Harvester. Japanese models are the Toyota Land Cruiser and the Nissan Suzuki, and Daihatsu products. British-made vehicles are the Range Rover and the similar Land Rover. All are cross-country vehicles (they can be driven on almost any terrain).

But there is a lot more to travelling in the desert than going to one of the dealers and paying for the vehicle. First, the buyer must decide what his needs are.

If he wants to play around on beaches and other sandy

areas for short periods of time, he should consider the dune buggy. The true enthusiast can create his own dune buggy by cutting the body off the frame of the Volkswagen (or any other small car) and making a few other modifications. The weight of the vehicle is the crucial element of the work. On a Volkswagen it can be decreased from the original 1500 lbs. to 800 lbs. or less.

With the addition of 12-15 inch wide tires (normal width is five inches) and an inflation pressure of four to eight pounds per square inch (normal air pressure in average size tires is 20-32 p.s.i.), the dune buggy will move on sand better than its competitors, even with its two-wheel drive. However, the individual who wants greater safety and durability to travel longer distances should make another choice. He must consider several aspects of the machine he is purchasing, and then know something about making his own modifications on it.

One of the first things he should do is talk with others who have experience with desert travel in this area of the world. The following suggestions were made by two such people. Robert Wilkinson, a chemistry teacher at the University of Petroleum and Minerals, who has traveled extensively in the Eastern Province desert area; and Robert Crack, a mechanical engineer at U.P.M., who is an experienced automotive hobbyist. Both own and maintain British Leyland Land Rovers.

First they say the buyer should purchase a vehicle with four-wheel drive. This extra traction is essential in the sand unless the vehicle is uncommonly light (like the Volkswagen dune buggy). Second, he must determine what type of tire he wants. Many enthusiasts advocate tires which are designed for travel on sand. This type of tire is rounded at the edge (almost balloon-shaped), and the treads are straight lines around the circumference of the tire. In addition, there are fewer treads which are paced farther

front and back axles). The driver has to decide which of the wheel-base lengths is best for the terrain he will be crossing.

Once the vehicle is purchased, the owner then must decide what modifications to make and what extra equipment to add.

Wilkinson added a spare gasoline tank and thus doubled his fuel capacity. He also made extra fittings to hold jerry cans which can carry extra gasoline or water, and installed hooks and elastic straps to hold down heavy items on bumpy rides.

A good battery clamp is an important modification. Most vehicles have the battery situated on a metal tray or brace. If the battery should become dislodged during a rough trip, it could become damaged and fail to operate.

Extra wheels can be carried as a safety precaution. Sharp rock or debris left by previous visitors to an area can puncture tires.

In case the vehicle does get stuck in soft sand, Wilkinson and Crack have several suggestions concerning spare

equipment. A piece of wire mesh, which can be conveniently carried in or tied on to the front can help provide the necessary traction to get out of soft sand.

Burlap sacks are another aid. Perhaps the best help would be four pieces of wood, one per tire, at least three feet long. The wood not only gives traction, but allows a jacking operation if the driver has to raise the vehicle for any reason.

An obvious precaution is the use of at least 50 per cent antifreeze in the cooling system of the vehicle to raise the boiling point of the liquid in the radiator. The radiator can be side, or the radiator can be filled entirely with antifreeze. This is even more crucial during desert driving since the vehicle travels slower and in lower gears than on the highway. Thus the engine gets hotter. (One of the dangers of the air-cooled Volkswagen dune buggy is that it must be kept moving or the engine will over heat.)

A shovel is another indispensable piece of equipment, since

every driver will at one time or another have to dig his vehicle out of the sand to apply traction aids.

As a protective measure, grease, cardboard, or some other material should be stored away to protect the paint and glass during desert "shamals" (wind). Without them, the sand will blast away the body paint as well as cut headlights and windshields, making them opaque.

Now there are a few rules he should follow when driving in the desert. Before leaving he should tell someone where he is going and when he will return. The best plan is to travel with another vehicle in case of a breakdown or other problems. One should travel roughly one-half mile in front of the other, to prevent both from running into the same soft sand or other danger spot.

Another rule is that the driver must drive slowly enough so that he can stop within his range of vision. The reason is that he can avoid hazards such as soft sand or the downwind angle of sand dunes. The

woodward side of the dune rises at a gradual angle, which might give the driver a false impression of the slip angle of the downwind side, which is much steeper. If the driver does go down the downwind side, he should move in a straight line rather than zig-zagging and possibly putting the vehicle in a side-ward side. Naturally, the best alternative is to avoid dunes whenever possible.

Sabkhas are another challenge for desert travelers. A crust of sand covers a fine salt and sand composition underneath. These areas are usually damp and therefore dark color, but when dry the crust is hard. The driver can estimate the dampness by the color. One way of guessing whether the sabkha will hold up weight is for the individual to get out of his vehicle and walk over it. If he guesses wrong he can let some air out of his tires (about five p.s.i.) or use the various traction materials to get out of the sand.

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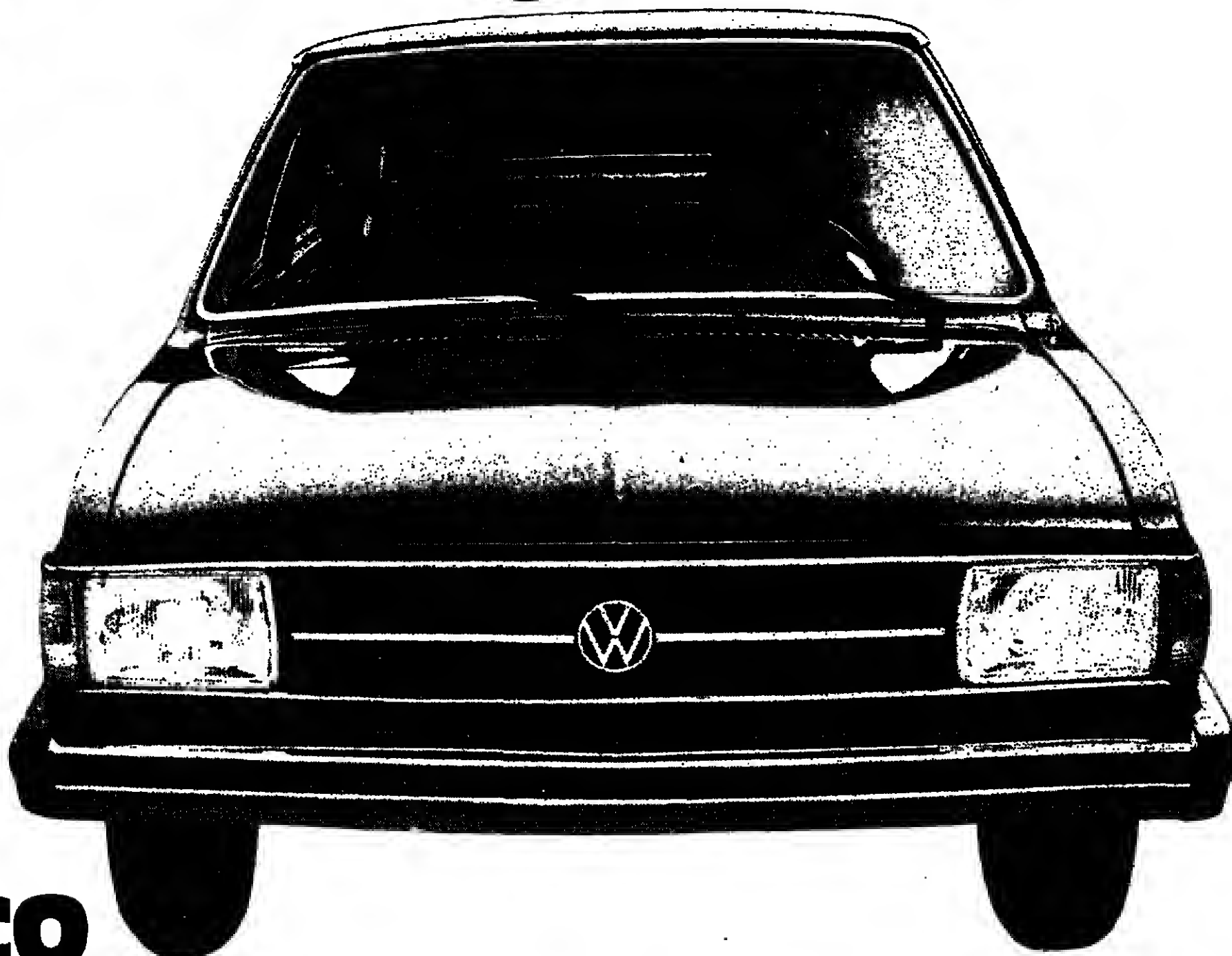
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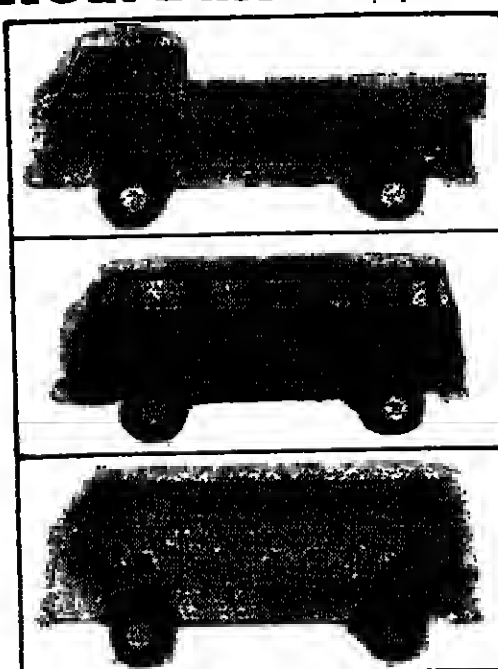


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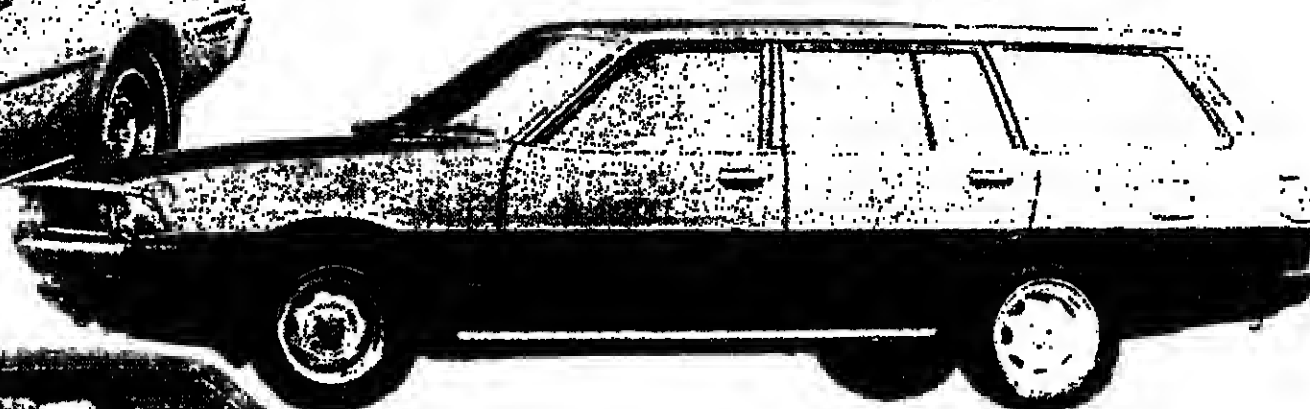


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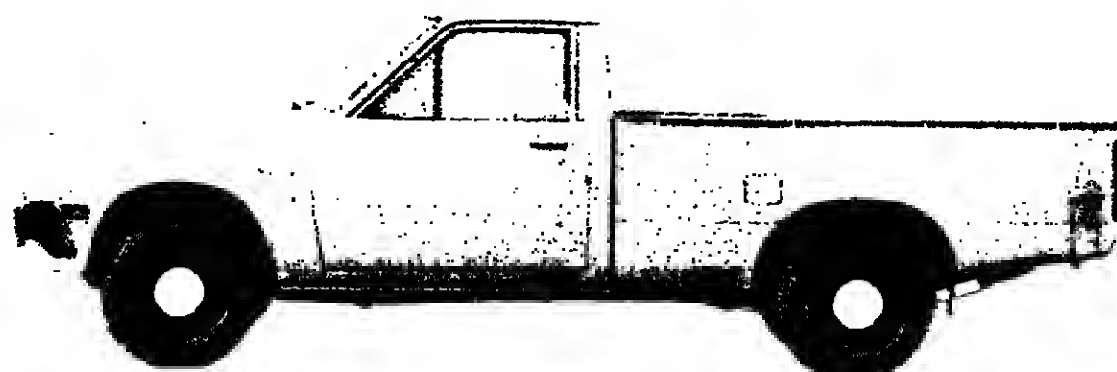
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## The Galant 1200 designed for Saudi Arabia

By Farouk Laqun  
One of the great success stories of the motoring trade in Saudi Arabia is the pick-up, popularly known here as the "unait" which is slang for the first vehicles of this type imported some years ago and had a capacity of 1.8 tons.

Toyota Hi-Lux pickups were a runaway success as they effectively replaced the Arabian camel as a means of transport and beast of burden. Then Datsun entered the market with its own pickup followed by Mazda. Together the pickups formed the largest selling vehicles in Saudi Arabia and still do.

The firm of Essayi, agents for Chrysler wanted a pickup of their own but had to wait several years until Chrysler acquired the Japanese firm of Mitsubishi Motor Corporation, MCC.

Combining, in the words of Saleh Essayi, Manager of the company, "American technology and Japanese accuracy", MCC designed and made a prototype pickup suitable for the Saudi market. They spent three years testing the vehicle in the difficult terrain of Qassim and outside Riyadh until

they were satisfied that they had a good vehicle. The first consignment of MCC Galant pickup sold like hot cakes.

"We could not have enough to meet the deluge of orders," Saleh said "and we have ordered a lot more." It is now selling beautifully, he added. The engine is the 4G32 OHC with 1597 cc displacement, a proven high-power, long-term performer. It has plenty of torque for every job, and offers excellent fuel economy.

The chassis is as strong as Mitsubishi can make it, and since they are famous for their long-distance rally wins, that means it can take any kind of terrain. The shape and structure of the side frames and cross members are designed for optimum strength and stability. The cabin has been engineered for utmost comfort, using the same type of design as a passenger car. The seat angle provides ideal back support so that the driver feels relaxed even after hours of driving. And the seat adjusts backward and forward through a wider range than most other pickups to match any physique. It has an extra baggage area behind the seat with plenty of room

for tools, carryalong gear or small bags.

"We are confident," Saleh said "that sales of the L200 pickup will soar and may soon be in the front rank of pickup sales in Saudi Arabia."

Essayi is a partnership between two cousins, Sheikh Ali Abdulla Al-Essayi and Sheikh Omar Qassem Al-Essayi. They started, operating rather modestly in 1967 with a small number of cars. At present they distribute Chrysler products, Plymouth, Galant, Lancer, Sapporo, Fuso tipper and Canter pickups as well.

The Galant saloon is their best selling car so far and the price ranges between SR.14000 and SR. 23000. Their most expensive car in the well-established Chrysler New Yorker.

And they are still expanding. Their Mecca Road office is being extended to become one of the largest showrooms in Jeddah while their head office will be shifted to Kilo 11, Mecca Road where it will be housed in a 247,000 square meter area for service, spares and repairs in addition to their branches in Dammam and Riyadh and their planned branches elsewhere.

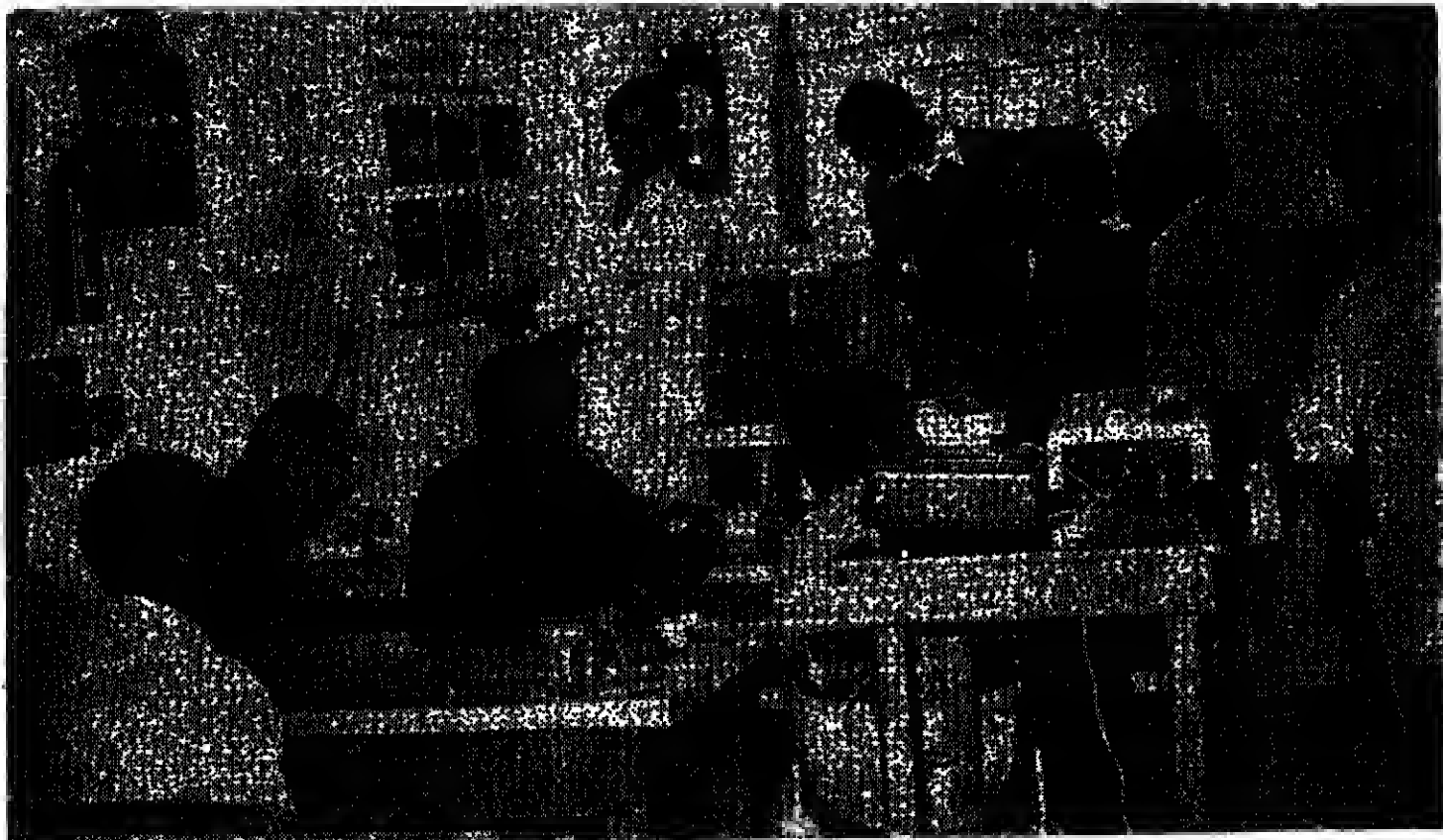
In addition to the Galant, Chrysler and Plymouth, Essayi market the Lancer and the Sapporo saloons.

The Sapporo is a truly magnificent car in all its models, the 2000GSR, 1600GL, and 2000GSL. They have big bumpers with standard over-riders, overhead consoles with digital clocks, manual or automatic transmission, fuelcap protection locks, passenger sunvisor with vanity mirror, wide armrest inside front doors, big capacity flat-floor boots, concealed adjustable front headrests, fully reclining front seats, sliding reclining front seat adjuster and boot lid opener, tilt-adjustable steering wheel, restat meters, speedometer and tachometer, front seat belts, large glove box with lamp, fumber support and multi-use lever (lighting, signaling and combined washer/wipers).

Powered by the remarkable Mitsubishi "80" engine, with twin carburetors, short shift 5-speed gearbox and front discs, the Lancer is a joy to drive. New features include larger bumpers and rear lamp cluster, a racey exterior side stripe and a superior design of seating with special checker-board.



Essayi showroom on Mecca Road.



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The Galant L200 pickup, a relatively new entrant into the Saudi market was designed specially for Saudi Arabia.

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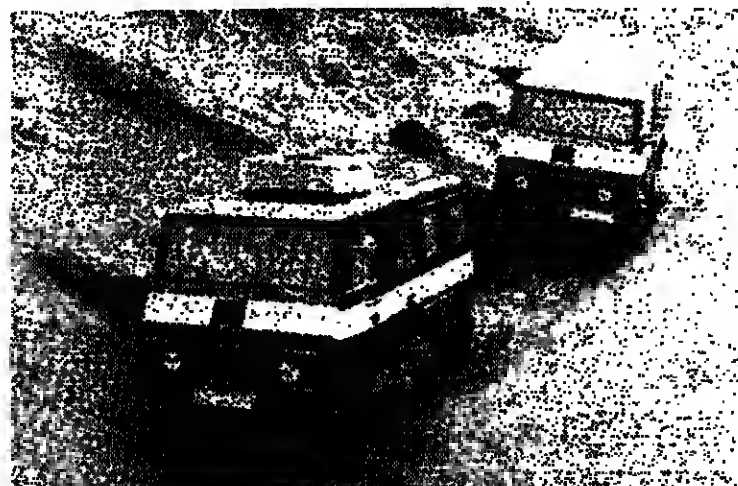
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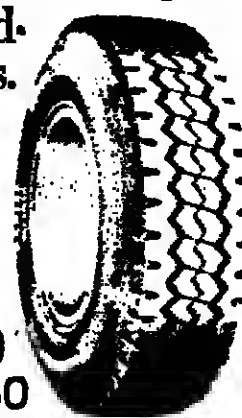




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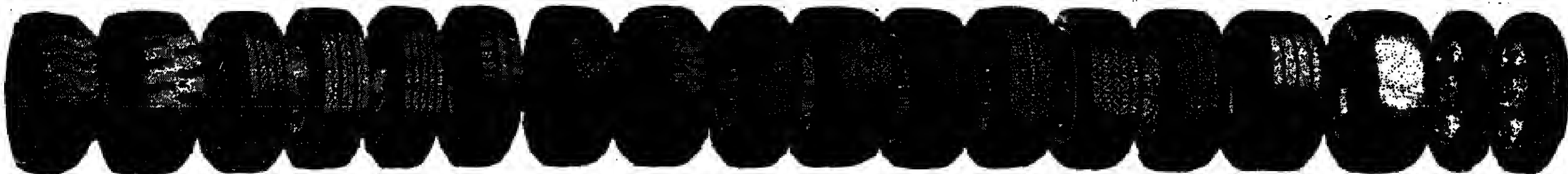
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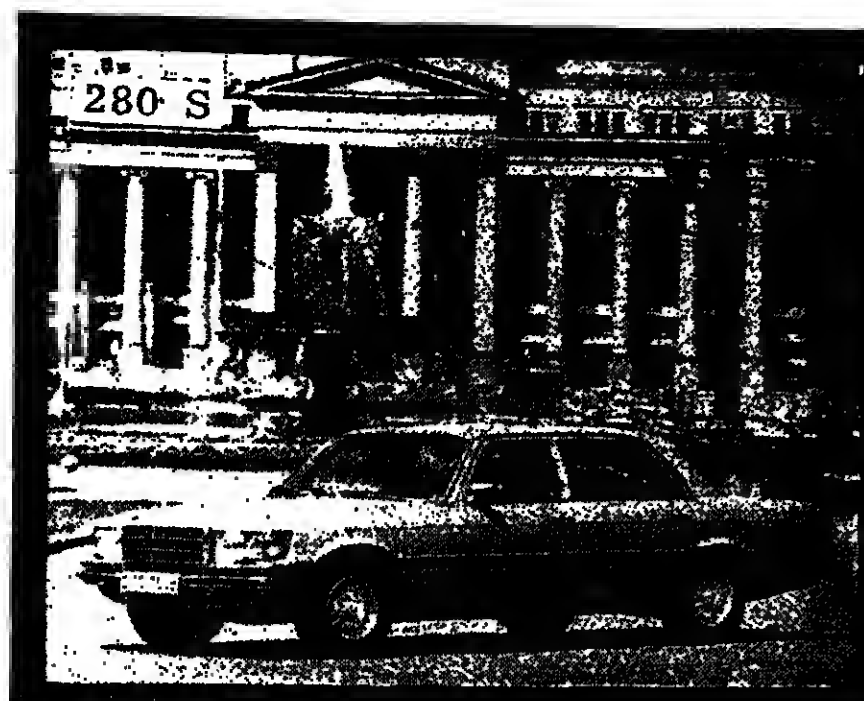
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280 SEL  
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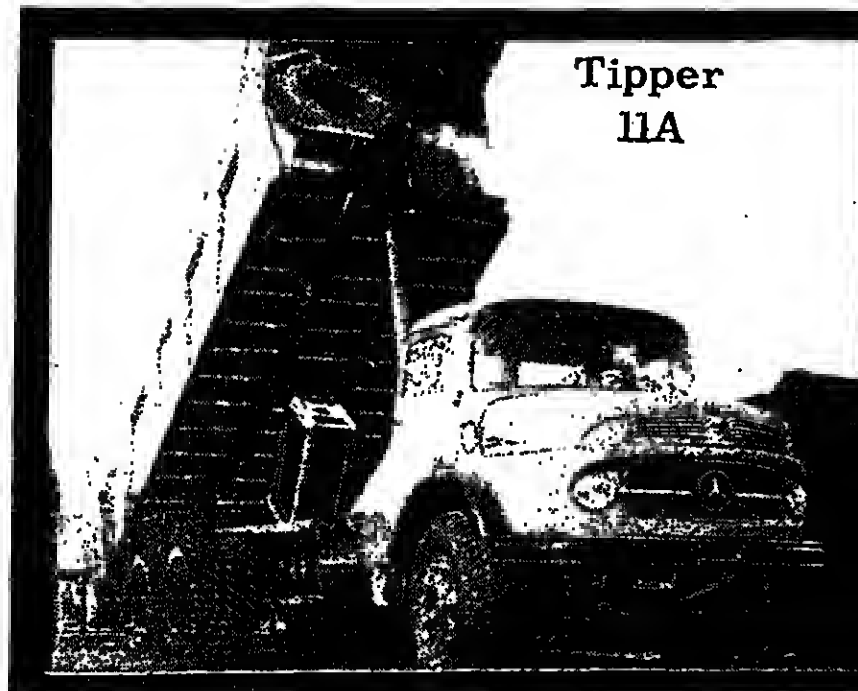
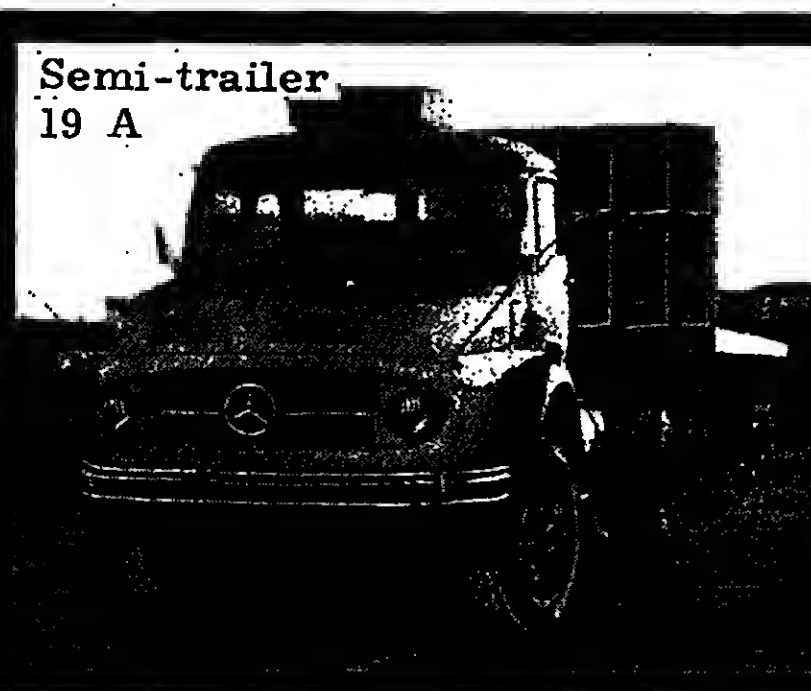
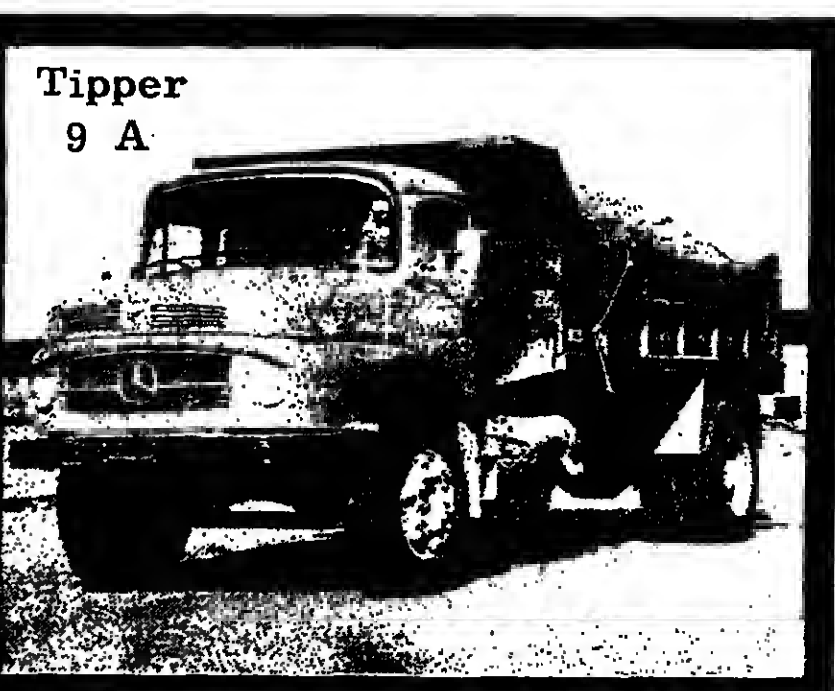
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280  
280 E



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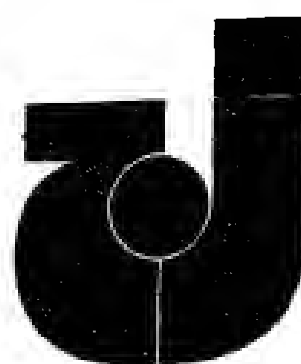
Tipper  
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## Juffali reduces waiting time for Mercedes cars

By Farook Luqman

While the Juffali Group is one of the largest companies in Saudi Arabia and has a host of internationally known agencies, they are most "popularly" known for being the agents of Mercedes vehicles in this country.

Mercedes cars and trucks are perhaps the most prestigious names in the motor trade in these parts of the world despite their relatively high cost. A Mercedes saloon car is a successful man's dream while a truck is the aspiration of every self-employed trucker in the country.

But despite this popularity, Mercedes saloon car sales account for only a small percentage of the Saudi market, some where near the two per cent mark. The reasons are many.

Mercedes saloon cars cost twice as much as some other cars while a truck is only for those who can afford the best. Another reason is that Mercedes-Benz of Germany does not believe in swamping the market with its products. At one time the waiting period for a car or a truck in Jeddah used to exceed ten months to a year. It is much less now because the demand for all vehicles in the country has tapered off. But there is still a waiting period for most models, according to Ali Abdul Fattah, marketing manager for Mercedes-Benz vehicles.

Still, the success of Mercedes vehicles here has been more than satisfactory to the agents. There are today between 35,000 and 40,000 vehicles on the roads hacked up by an excellent after sales and spares service.

Ali Abdul Fattah said that the company got the agency in 1960 but sales picked up in 1972 when the company sold 1,300 trucks of the most popular models, the 124 and the 2424.

During the peak year of 1976 the company sold 12,000 trucks at the rate of nearly 40 a day.

This figure has given the company 88 per cent of the truck market in Saudi Arabia according to Ali Abdul Fattah.

When asked to comment on the high cost of repairs at Mercedes garage Ali said that the company always provided the best service by the experts. In fact Juffali has a school for apprentices which offers 4 year course in all aspects of car maintenance. Some of the more promising students are sent over to Germany for higher education at company expense. The company has at any given time nearly 2,000 personnel in the country.

Within the range of Mercedes saloon cars, the cheapest is the Mercedes 200 which is priced at SR 40,000. The most expensive is the Mercedes 600 which, with all the options imaginable, fetches SR 400,000. Of these, the company receives a quota of twelve a year. They are all entirely hand made, Ali said and are sold out. "We could sell more of them if we can get more than the quota allotted to us," he said.

Other models are: 230 and 230 C at SR. 44,000, 250 at SR. 50,000; 280 S at SR. 60,000 to SR. 75,000; 450 SEL SR. 92,000 to SR. 95,000; 450 SEL 6.9 at SR. 130,000 to SR. 170,000; 230 T which has five doors at SR. 49,000; 250 T, six cylinders at SR. 55,000; 280 TE at SR. 62,000.

The Juffali Group is a major shareholder in the National Automobile Industry, a joint venture with Daimler Benz for the assembly of commercial vehicles in Saudi Arabia. It is the first undertaking of its kind in the country, and is intended to ensure the future supply of commercial vehicles of all kinds in the face of ever growing demand from the road haulage and construction industries. The plant is located in Jeddah and is designed to produce in the initial phase up to 6,000 units a year on a single shift basis.



Sheikh Ali Abdul Fattah



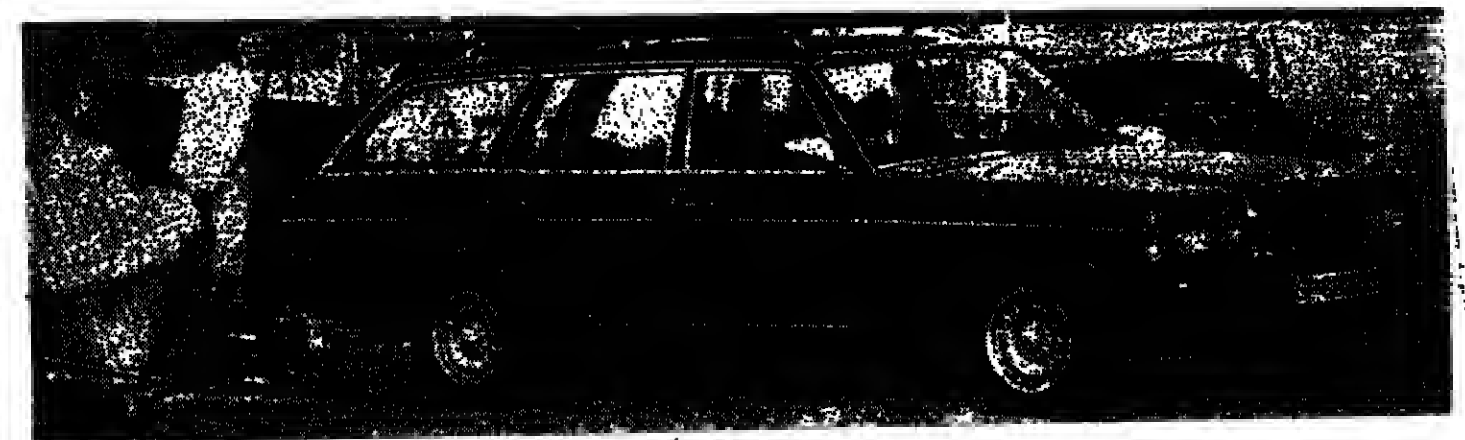
Models 200 D to 280 E represent the MB concept of the upper-medium category — they are compact, easy to handle and comfortable.



The Mercedes-Benz 450SEL 6.9 is the top model of the S-Class which comprises eight models.



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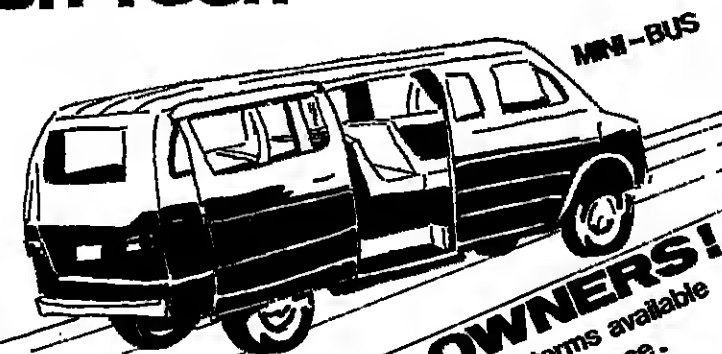
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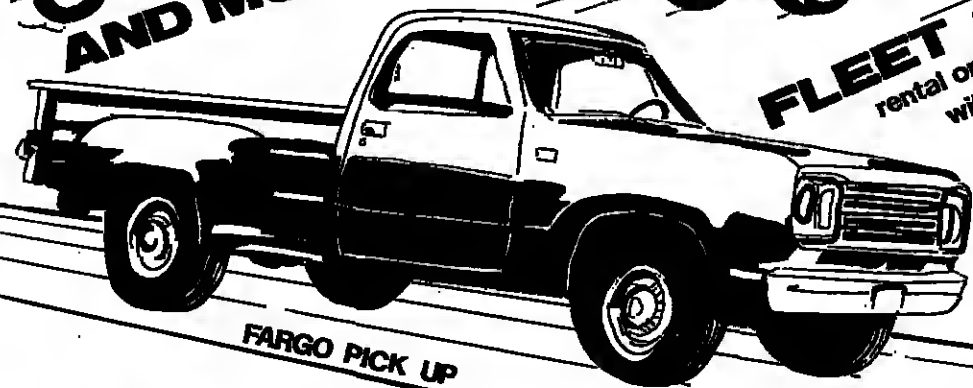
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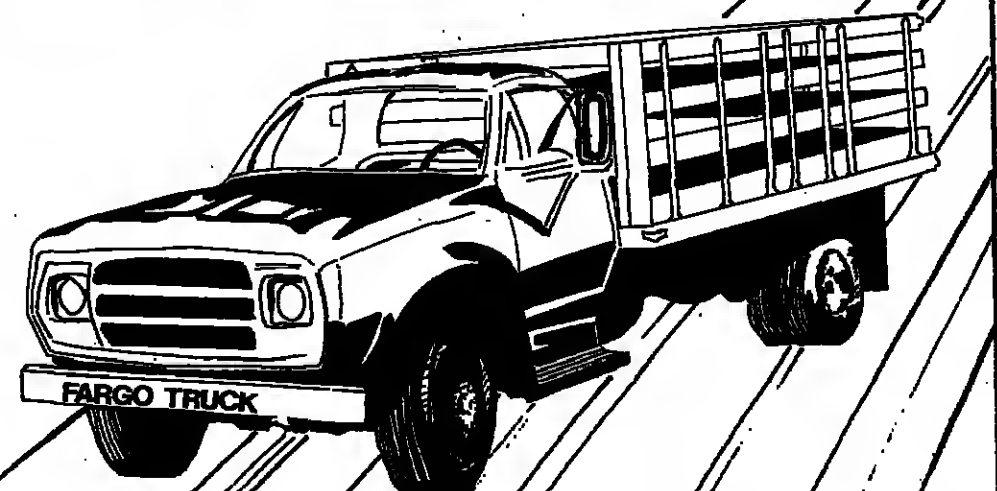


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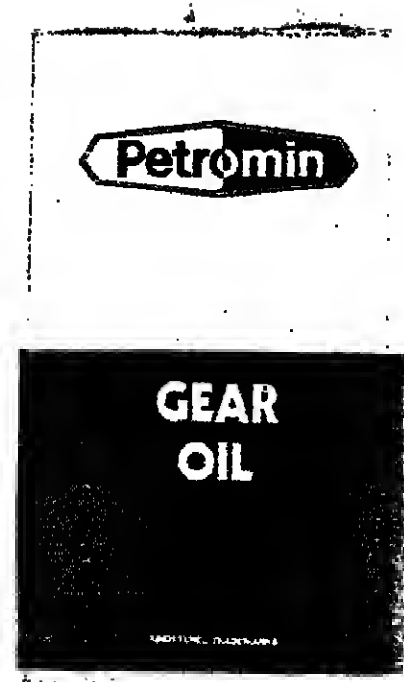
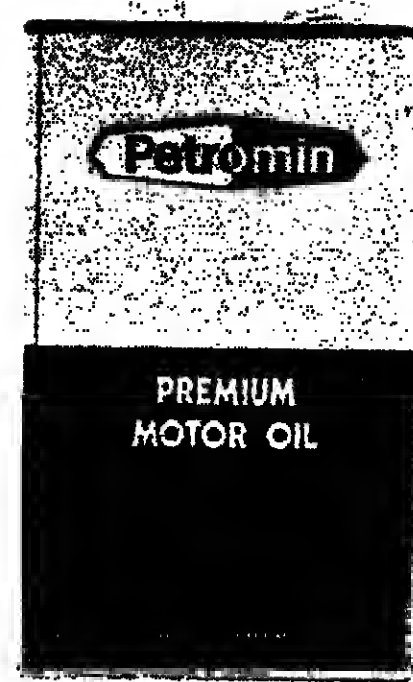
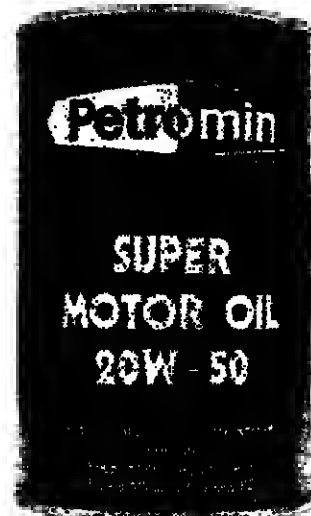
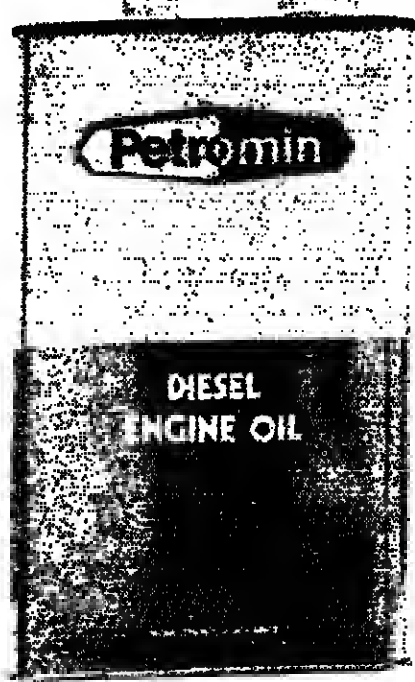
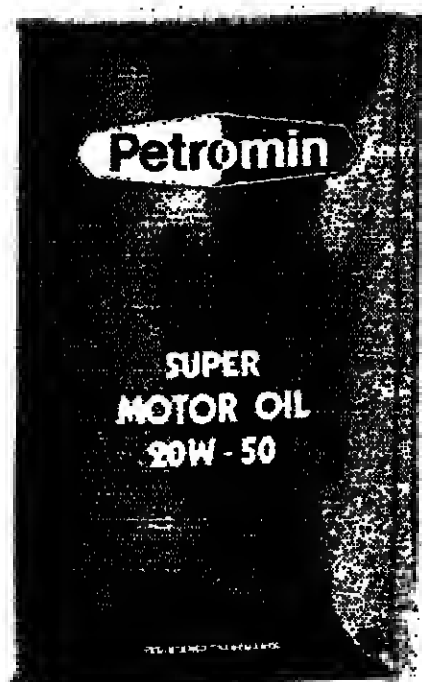
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## Renault ideal for Jeddah streets

By a Staff Reporter

They say that French cars are built for French roads, rather than vice-versa. They are designed to withstand the bumps, with suspension and road-holding geared to cobblestones and the Alps. So they should be ideal for potholed Jeddah.

United Brothers has been the Renault agent in Jeddah for about a year, and the company is pleased with its progress. Mubammad Al-Khureiji, one of the three brothers and a father in the company's title, says that with 80 per cent of sales targets met each month, United Brothers is "doing very well."

The company, though, is not going all out for sales. Khureiji maintains that the old days when drivers expected a car to last no longer than a couple of years in the climate and on the roads are going. People are now going more for quality, and purchasing habits are changing accordingly.

People are starting to want quality, he says, and United Brothers is trying to catch that movement. The firm is holding back on its sales drive until a comprehensive back-up service can be established. It plans to set up a full-scale workshop to give the kind of attention it sees people starting to demand. No site has yet been found but much of the material has been ordered and mechanics from France, the Philippines and the Renault plant in Turkey will be coming out to get the system under way.

Until then Khureiji says that United Brothers wants to keep sales at a manageable level. They are "not interested in pushing sales, but in pushing the idea of a quality car, and regaining the image of Renault in Saudi Arabia." He says the back-up and after-sales service is fairly advanced now; although there is no facility for panel-beating, anything but a



Renault

big problem can be sorted out in the existing workshops in a couple of days at the maximum. There are 15 mechanics at United Brothers now, with a stock of spare parts the extent of which might be best judged by the company's having sold parts to Turkish pilgrims who had driven down in Renaults for the last Hajj. Khureiji says that the firm tries to keep the cost of coming back for repairs to 25 per cent below the charges of any competitor: United Brothers' labor charges are SR40 per hour, as compared with an average Khureiji estimates for Jeddah at SR80 per hour.

As the company concentrates on building up a solid foundation for future expansion, it does not budget for

growth in sales, preferring a steady volume to an expanding one. There have apparently been many inquiries from people who want a Renault, but would prefer to wait until they can see the workshop standing. Khureiji says they are trying to be among the first to achieve a high level of after-sales care, and the emphasis is on quality. The cars compete in price with Japanese, but Khureiji pins his hopes on European quality being more attractive.

In keeping with the aim of modest preliminary growth, United Brothers has a limited stock of models. It takes about three months from placing an order for the car one wants to arrive from France, where all United Brothers' cars are

made. Whether or not credit is given and how much is given apparently depends on the purchaser, but the maximum allowed is four months.

Most customers tend, Khureiji says, to be middle-aged Saudis or foreigners. The more popular models are the Renault 30TS, the Renault 5GTL and the Renault 12TS, but Khureiji has great hopes for the Renault 18, the new saloon model with a 1647 cubic centimeter engine and five forward gears, which will be available at the end of February for approximately SR 24,800.

United Brothers only deals in cars, apart from the box-shaped Renault 4 van. The Renault trucks, Saviem-Berliet, are handled in the Kingdom by another agent. Although there is some family background in car dealing — the father and an uncle used to be agents for the West German NSU and the now defunct British Armstrong-Siddeley — the family is new to it as a full-time occupation. Their only offices are in Jeddah, but this year they hope to open branches, again with concomitant workshops, in Riyadh and Dammam.

When the expansion does come, there is significant backing from Renault in France. At one level it consists of regular technical reports on, say, mechanical or sales problems in countries with similar climates; on another on a remarkable record of success by Renault elsewhere. The past year has seen several rally successes by Renault teams, stimulating interest in the make, and car sales are consistently high.

Renault is the largest car manufacturer in the Common Market with an annual output of nearly two million cars and trucks, and since the introduction of the Renault 5 into the United States has taken a not

inconsiderable slice of that notoriously resilient market.

There are 11 basic models of which United Brothers sells eight. The smallest, the Renault 5GTL, with a manual gearbox, sells for SR16,200. It is a hatchback, with front-wheel drive and a 1289 cubic centimeter engine that promises 120 kilometers per hour.

The Renault 12 also has front-wheel drive. The TL version, with a 1289 cubic centimeter engine and manual gearbox, sells for SR17,300; the TS, more sports-car-like, has a twin-choke carburettor. It goes for SR18,400. The estate model, again manual, costs SR19,500.

For four-wheel drive, there is the Renault 17TS Manual too, it sells for SR25,100. Convertible or coupe, it has a 1647 cubic centimeter engine and swept-back lines that manage to avoid looking flashy.

The Renault 20TS manual retails at SR27,500. With a two-liter engine, the company claims a maximum speed of 170 kilometers per hour and a standing kilometer of 34.2 seconds. Power-assisted steering gives one the same chance as an experienced and enterprising Saudi taxi-driver at weaving in and out of lanes.

The United Brothers showroom is on the outgoing Medina Road, just after the traffic lights at the junction with Sharafiah and the fountain.

## Hino's KB truck most popular

By a Staff Reporter

Sheikh Ahmad Jamjoom allows that it is hard to judge exactly, but he estimates that the Hino trucks he sells are number two in the Saudi market. At an educated guess, they hold some 20 per cent of the truck market, having sold 600 vehicles in 1977 to 1978.

Jamjoom Vehicles and Equipment was established in 1959. In 1973 the company started to handle Hino in the Kingdom, and it also deals in heavy equipment such as Sakai rollers, Venati excavators and shovels, Cofran oil and Dynapower generators, concrete pumps and compressors. Until a reorganization to allow room for expansion last year the Kingdom's Peugeot agency was also associated with the company, but that is now quite separate.

The most popular model in the Hino fleet used to be the KB truck. Selling at around SR95,000, depending on currency exchange rates, its customers were largely owner-drivers. But now companies have taken over as the big buyers, and the KY at about SR120,000 and ZY at some SR165,000, both diesel-engine, are more in demand. Sheikh Ahmad says that he has had good feedback from customers on the performance of his trucks under the Kingdom's difficult conditions. The factory in Japan has also put itself out to help: on all three models such improvements and modifications have been made as fitting bigger tires, spoke-wheels and a bigger engine and creating more loading capacity.

They have diverse uses. Both the ZY and KY can have mounted body types to turn a bare chassis into a tanker, a cargo truck with a flat top, a concrete mixer, a tanker, a cargo crane, a garbage truck or a fire engine. At SR146,000 the HY 200, a diesel tractor, is also available.



Sheikh Ahmad Salah Jamjoom

The company also deals in a luxury bus, the RV850P. Twenty-seven have so far been sold in Saudi Arabia, to the Amh Transport Co., to run on the roads between Jeddah, Mecca and Medina. Costing around SR350,000 in the first place, they were modified to suit local conditions: the roof was adapted to accommodate the essential air-conditioning and wider tires were fitted.

Jamjoom keeps some 100 trucks permanently in stock. The company also takes no little pride in its after-sales services. There is always between six and eight months' supply of spares to hand, and the Jeddah base and Riyadh and Dammam branches have their own workshops; there are 35 mechanics, overseen by three Japanese from the Hino factory who move around the country as required. Sheikh Ahmad says it appeals to customers that his firm is encouraging local workshops to handle Hino repairs and thus make it easy for clients to find service anywhere across the country.

But a question mark hangs

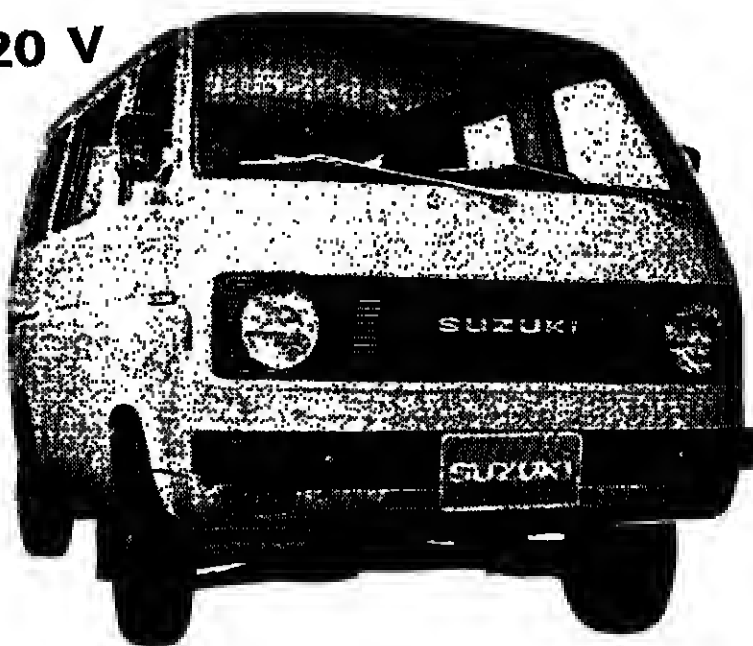
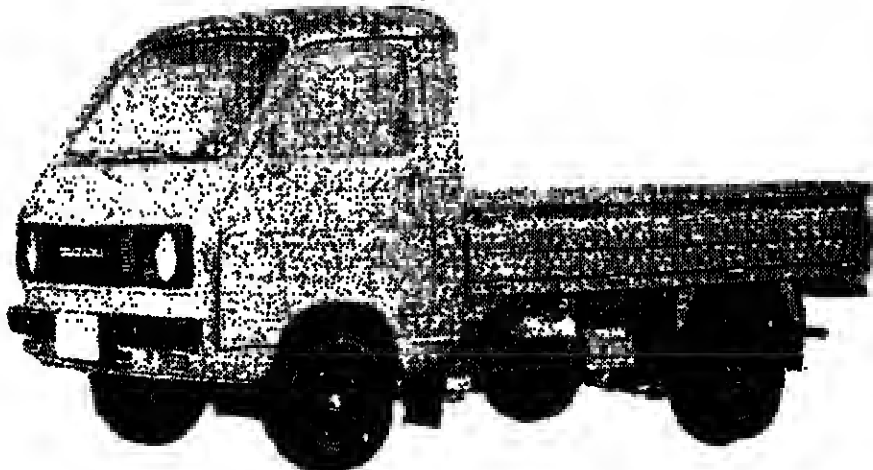
over one aspect of Hino's success in the Kingdom. An assembly plant for Hino KY, ZY and HY trucks being built in Jeddah's industrial area should be finished in a few months. But the opening has been delayed at least until the next state budget in June.

Sheikh Ahmad explains that he would have to sell a minimum 1,200 a year to be able to start production. He is now moving less than half that figure of imported trucks. With government slowing of the award of contracts to restrain inflation and the growing custom among contractors of importing their own equipment, there would be insufficient demand for the locally-assembled product. The eventual opening of the plant will depend on the regeneration of the boom.

Sheikh Ahmad thinks that this market has stabilized. From a peak sale of 1,200 in 1975-76, sales dropped off to 600 last year and 450 is estimated for this year. That is almost back to the pre-explosion year of 1974-75 total of 400 trucks.

ST 20 V

ST 20 K



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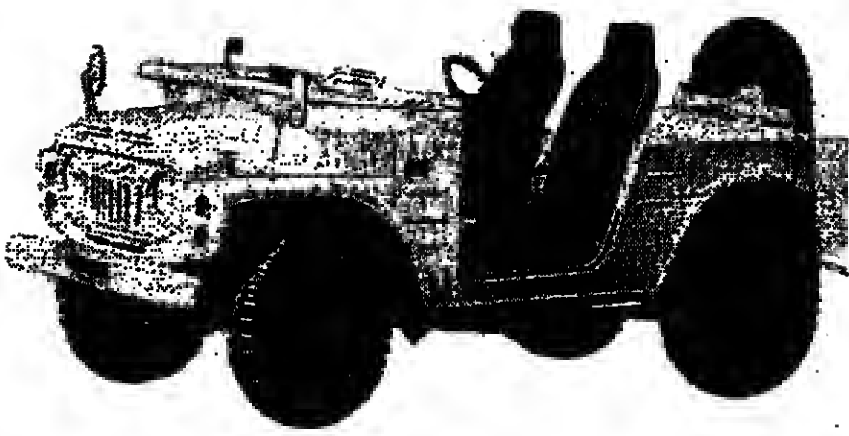
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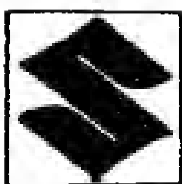
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## Arab Transport Company:

By a Staff Reporter

### Unique service to travelers

Long-distance motor buses have been a peculiar feature of the Middle East for some time. With rail services inadequate in all countries except Egypt and air travel, generally beyond the common purse, for many Middle Easterners the long-distance coach is the only ticket to mobility.

In Iran, the highways are crisscrossed with sleek air-conditioned buses, and competition between bus companies on the busy routes from Tehran to Isfahan or from the capital to Tabriz and on to Europe is cut-throat.

In Syria, Lebanon and Jordan where distances are considerably shorter a great deal of the inter-city traveling is done by shared taxis.

In Saudi Arabia shared taxis are common for shorter journeys though most Saudis prefer to take advantage of subsidized fares and travel by air. However, there is one cross-country bus company operating in the Western Province and it plans to expand.

The Arab Transport Company was formed in August 1975 and now operates between Jeddah and Mecca, Jeddah and Medina and between the two holy cities.

There are longer-term schemes to include Yanbu', Al-Qadim and Riyadh and ultimately to join the Gulf and the Red Sea coasts in one service. Plans to extend the Western Province route to the south of the Kingdom are still at an early stage, but ATC is actively examining a service northwards from Medina and on to Amman.

The headquarters of the company is on Airport Road in Jeddah. There is a terminal office in Mecca and two branch offices to handle extra passenger traffic, one next to the Haram in Aiyad and the other on a parking lot in Al-Hazma-nya. The Medina office is on Airport Road.

The company plans to lure passengers from the taxi services presently operating between these towns, by offering greater



safety on an often dangerous route, and a comfortable passage.

The backbone of the company's fleet is 17 large, air-conditioned buses manufactured by the Japanese company HINO. As is the custom in the Japanese auto industry, HINO made a special study of conditions in the Western Province, through their agents in Jeddah, Jamjoom Equipment and Machinery.

HINO's engineers have produced specifications which ATC claim are ideally suited to cross-country travel in the Kingdom. Tough and big-engine, the buses are designed for safety with a speed cut-off at 90 kilometers per hour. In addition, company mechanics are bound thoroughly to check the engines every morning before the buses roll. Wheels are changed after a specific mileage, rather than when they begin to show wear and tear.

Further the buses are "comprehensively" insured, that is against all risks including third party. Fortunately, no accident involving passenger injury has so far occurred.

As regards these passengers' comfort, the company offers services broadly similar to the better Iranian services, with stewards, a refrigerator, stereo music and pneumatic suspension to lessen some of the worst effects of uneven roads. Each bus carries 54 passengers and no more.

The company also operates European-made buses and 10 smaller Chevrolets, with a capacity of 20, for private charter and late night Jeddah-Mecca round trips outside the Hajj season. Every morning at 8 o'clock, an ATC bus plies down airport Road heading for Medina, the first of two buses to that city every half hour. The company also offers two trips to Mecca every half hour, and two from Mecca to Medina and back again.

ATC is not attempting to compete with air transport. But the buses leave punctually, even if there is only one passenger aboard, a considerable advantage over taxis which generally must wait until they are filled. Again each full bus is equi-

valent to ten full taxis in passenger complement, relieving strain on the highways and on the outer cities where so many of the most grisly accidents occur. ATC believes that the present state of intercity travel is abnormal, and that the distances are too great and the risks too varied for small private taxi operators to offer a good and safe service.

The company draws up a passenger list for every trip, indicating the nationality of every passenger. It accepts no passenger of unknown nationality and has assisted the National Security Department on several occasions, most recently in the arrest of a group of prisoners, who broke out of jail after killing their guards.

The company has also been of use to public officials, especially during the pilgrimage season. The Ministry of Information, faced with a large number of guests for the Hajj and a shortage of limousines successfully addressed itself to ATC.

The company also ensures an efficient parcel service between its various offices.

By a Staff Reporter

## Honda: What the customer wants

Abdullah Hashim Establishments, which imports and sells Honda vehicles in the Kingdom, was late into the market. It only started as a dealer in early 1974, and faced tough competition from more established agents. But the company is pleased with its success, pointing to a growth rate of almost 50 per cent a year since then.

The firm's general manager of sales, Minhaj Ali Khan, says that there is a definite slice of the action that belongs to Honda. People come to him who definitely want to buy a Honda, as opposed to the sort of vaguer desire perhaps more common in customers for the more crowded 1800 to 2000 cubic centimeter range of vehicles.

The Civic, he says, is ideal for the sort of traffic encountered in the big cities of the Kingdom, easy to park and small and maneuverable in congested streets. It is available in a three-door hatchback version, at around SR15,000, and a five-door hatchback at approximately SR15,500. A 1238 cubic centimeter engine gives a high degree of fuel economy, although that is a consideration purchasers in Saudi Arabia probably take into little account. In 1974 it was the first car of a comparable size to introduce air conditioning.

Ali Khan sees another good selling point in Honda specifications being closer to the typically European than to the typically Japanese. They have front-wheel drive, independent suspension and rack and pinion steering. As a consequence, he says, his customers are possibly the more discerning and more aware of indication of quality in a car.

There are apparently two main groups of people interested in the Civic. A growing market is made up of people who want a second car for use only in cities. Expatriates, too, are important, both because of a good resale value at the end of a contract and because Honda successes in Europe and the United States have given it a good name among people from there, creating a snowball effect.

Ali Khan sees the car market in Saudi Arabia as stabilizing. Until now it has been all the province of the seller, but



Sheikh Abdullah Hashim

the customer is now becoming more demanding, and services are becoming a major part of the business. He approves of the trend, and believes Abdullah Hashim is in a good position to succeed in that sort of atmosphere.

He says that his company has always adopted a more personal touch, partly to make up for the narrow range of models sold. The firm concentrates on identifying what the customer wants, and then fulfilling that need. The purchaser picks out the exact vehicle he wants, and must then wait for Abdullah Hashim to do a comprehensive pre-delivery inspection and wash, clean and service it. To keep the warranty valid thereafter, the customer must bring it back for a 1,000 kilometer check, which is carried out free of charge.

Service after that point is no less important. Abdullah Hashim has 100 mechanics in its Jeddah workshop, 25 of whom are staff trained either in Japan or at the Honda facility in Lebanon. Honda also sends instructors from Japan at periodic intervals to train others in workshops in the Kingdom.

Abdullah Hashim has sold Hondas in bulk to several large companies, among them the big contractors working in Jeddah, Aramco and Bouygues. The company has a scheme under which such firms can have their own mechanics trained to service and repair Hondas. At the same time it sometimes sends its own staff to

autumn the price of Hondas in the Kingdom rose to 30 per cent above the price at the beginning of the year, and that without any rise in prices charged by the factory. But more stability now does not mean that there was no effect on the business as a whole. For Honda, specifications make its prices anyhow higher than its competitors by size.

The five-door Civic apparently shares the crown of popularity in the Honda range among the Kingdom's car consumers with the four-door Accord. Retailing at around SR20,000, it is a family sedan with an inline 1600 cubic centimeter engine. Its lines are more smooth than those of many Japanese cars, and there are such nice touches as illuminated door ashtrays, magazine holders on the back of the front seats and a vanity mirror behind the sun visor. A three-door hatchback version sells for approximately SR15,500.

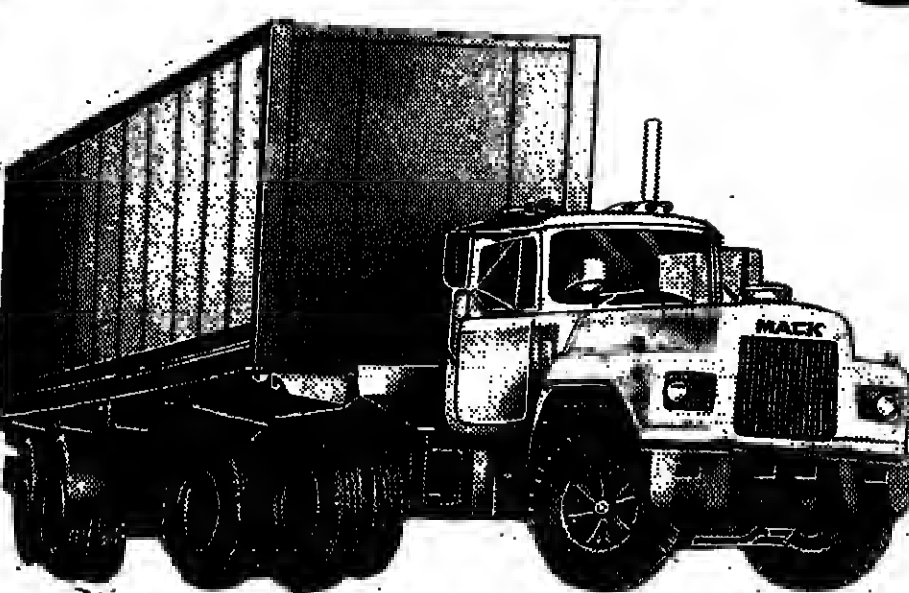
The tiny Honda pick-up that chugs its 545 cubic centimeter way around Saudi towns laden with goods, goats or children, the Honda Acty, is also popular. At around SR9,000, the manufacturer claims a top speed of 100 kph and a load capacity of 600 kilograms.

Abdullah Hashim also offers Honda mopibikes. Ali Khan sees the demand for them as slowly changing from demand for transport alone to an interest in leisure machines. The top of the range must be the Gold Wing, a 1000 cubic centimeter machine designed for touring. It sells for around SR14,000. For about SR4,000, the CR250R is a motorcross bike; 347 cubic centimeters produce 37 horse power.

Abdullah Hashim is planning future expansion, to follow the thrust of development with in Saudi Arabia in going into smaller towns.

In Riyadh the main branch is on the Kharj road, with a showroom opposite Citibank and near Juffali's. The main Eastern Province branch is on the Al-Khobar to Dammam road, with showrooms in both towns. It is planned that the Jeddah office and its nearby showrooms, opposite the Sudanese embassy on Mina Road, will move within the year to a less congested area. (TS)

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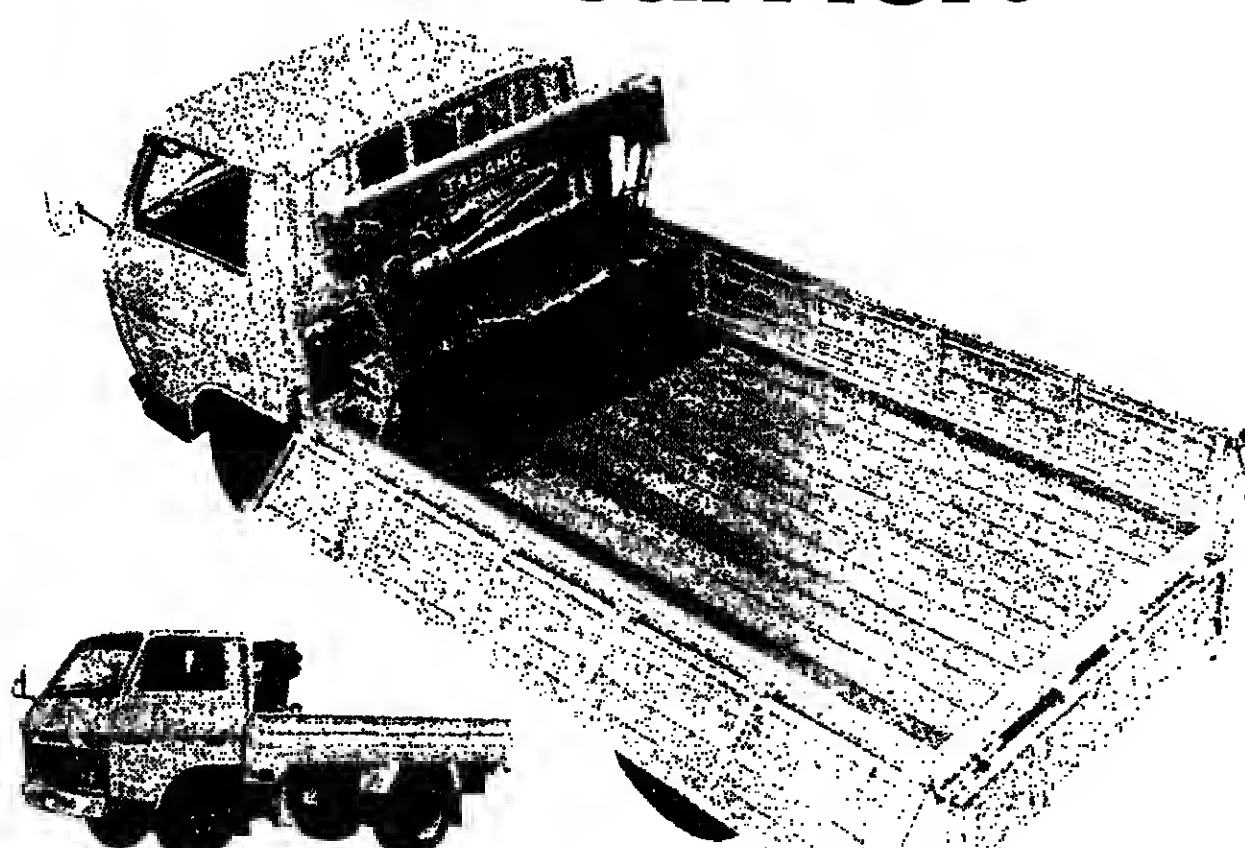
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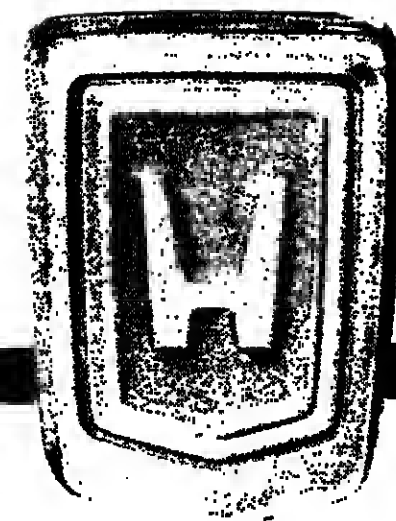
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